

商务英语会话：建立贸易关系 PDF转换可能丢失图片或格式，建议阅读原文

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良好的贸易关系可以使得双方的贸易进行得通畅顺利，从而形成双赢的局面。那么，如何“开口”建立贸易关系呢？下面这两则对话可以给你一些启示。

Dialogue 1 Tom : I have a feeling that there are bright prospects for us to cooperate with in this field. I wish to do business with you. Tom : 我认为你我双方在这方面合作会有良好前景，希望能和你们建立贸易关系。 Lin : It appears we want the same things. 林 : 您的愿望和我们完全一致。 Tom : Regarding our financial position, credit standing and trade reputations, please refer to our bank or to our local chamber of commerce. Tom ; 关于我们的财政状况、信用地位和贸易信誉，请向我们的开户银行或我地商会了解。 Lin : Thank you for the information. 林 : 谢谢您提供的信息。

Dialogue 2 Liu : I understand this is your first visit to our company. 刘 : 这好像是您第一次来我们公司访问。 Bob : Yes, and my first visit to your country. I ' ' ve wanted to visit China for a long time and now I ' ' m lucky to have the chance to do so. 鲍伯 : 是的，也是第一次来你们国家。我一直想亲眼看看中国，现在我很幸运有了这么一个机会。 Liu : I ' ' m glad to hear that. 刘 : 您这么说，我感到很高兴。 Bob : I think you must have some idea of our company. We ' ' ve been importing arts and crafts for many years. The purpose of my coming here is to do business with you. 鲍伯 : 我想您对我们公司一定有所了解。我公司经营工艺品已有多

年。我这次来是想和你们开展业务往来。 Liu : I can assure you of our best intentions and closest cooperation. We ' ' re always willing to develop trade with friends from all over the world. 刘 : 请相信我们一定会竭尽全力密切合作的。我们一向愿意和世界各国朋友开展贸易往来。 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