

外贸外语指导：商务电话口语还价（12句）PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/459/2021_2022__E5_A4_96_E8_B4_B8_E5_A4_96_E8_c28_459502.htm 看看这12句你会吗

？商务电话口语还价 必会啊！

- 1、I ' ll respond to your counter-offer by reducing our price by three dollars. 我同意你们的还价，减价3元。
- 2、If the price is higher than that, we ' d rather call the whole deal off. 如果价格比这还高，我们宁愿放弃这桩生意。
- 3、It ' s absolutely out of the question for us to reduce our price to your level. 我们不可能将价格降到你方所要求的那样低。
- 4、We can ' t accept your offer unless the price is reduced by 5%. 除非你们减价5%，否则我们无法接受报盘。
- 5、We make a counter-offer to you of \$150 per metric ton F.O.B. London. 我们还价为每公吨伦敦离岸价150美元。
- 6、Your counteroffer is too low and we can ' t accept it. 你方还价太低了，我方无法接受。
- 7、I ' m afraid I don ' t find your price competitive at all. 我看你们的报价毫无任何竞争性。
- 8、If you insist on your price and refuse to make any concession, there will be not much point in further discussion. 如果你方坚持自己的价格，不作让步，我们没有必要再谈下去了。
- 9、Let ' s have your counteroffer. 请还个价。
- 10、Still, I think it unwise for either of us to insist on his own price. 不过，我认为彼此都坚持自己的价格是不明智的。
- 11、We think your offer is too high, which is difficult for us to accept. 我们认为你方的报价太高了，我方难以接受。
- 12、Our offer is reasonable and realistic. It comes in line with the prevailing market. 我方的报价是合理的、现实的，符合当前市

场的价格水平。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