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https://www.100test.com/kao_ti2020/462/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_462847.htm ConversationsDialogue

1B: Mrs. Wang, would you give us an idea of the price you regard as workable?W: As I said before, your price is so high that we find it difficult to make a bid. We hope you will take the initiative and bridge the gap.B: Just to comply, we ' re ready to reduce the price by 5 percent. I hope this concession of ours will get the ball rolling.W: So do we. Certainly it ' s a step forward on your side. But the gap is still too wide.B: The ball is in your court, Mrs.Wang. What price would you suggest?W: To make your offer workable, I think you should take another step down as big as the one you ' ve just taken.B: That won ' t do. You see, our profit margin is very narrow. It simply can ' t stand such a big cut.W: I hate to disappoint you, Mr. Brown, but if that ' s the case, we have no alternative but to cover our requirements elsewhere. Do think it over, please. We sincerely hope our discussion will come to a suc cess ful conclusion.B: Well, I ' m not authorized to agree to such a big reduction. Would you mind waiting a day or two, until I get a reply from the home office?W: Not at all. Shall we meet again, say, on Friday morning?B: Good. Friday morning at 9.-- 王小姐，你认为什么价格可行呢？-- 我讲过，你方价格太高使我们很难还价，希望你方能主动弥合差距。-- 好吧，依从你们的意见，我们准备削价5%，希望我们这次让步能 打开局面。-- 我们也希望如此。当然你们方面是前进了一步，但是差距还是很大

。-- 王小姐，看你的了。你出个价吧？-- 要使你方报盘可行的话，我认为你应象刚才一样再跨出一步。-- 这不行。你知道，我方利润额很小了，实在经不起这样大幅度的削价了。

。-- 布朗先生，我不想使你感到失望，但是如果你方坚持这样的话，我们没有别的办法，只好从别处购买了。请仔细考虑一下，我们衷心希望这次谈判能圆满成功。-- 是这样，我无权同意这样大幅度的削价，请你等我一两天，好吗？我要等国内总公司的答复。-- 当然可以。那我们星期五上午再见面，好不好？-- 好，星期五上午九点。 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