

商务英语300句Unit07Counteroffer 3 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/462/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_462853.htm Words and

Expressions concession [kEn5sefEn] 让步 literally [5litErEli] 照字面地，逐字地 reasonable [5ri:znEbl] 合理的，适当的 Franc [frANk]

] 法郎 current [5kQrEnt] 当前的，现行的 per [pE] 每，每一 expand [iks5pAnd] 发展，扩大 counteroffer [5kauntE7C:fE]

还盘 entertain [7entE5tein] 接受，准备考虑 token [5tEukEn] 象征；表示 ammonium sulphate 硫酸铵 forerunner [5fC:7rQnE] 前兆，先导 rock bottom price 最低价格 in that respect 在那方面

Notes 1. might as well call the whole deal off 索性放弃这一整笔交易 2. have a way of talking me into it 有办法说服我 3. have stood the competition well 经得起竞争 4. The very fact that other clients keep on buying speaks for itself. 其他客户继续购买这一事实本身就说明了这一点。 5. It ' s impossible for us to entertain your counteroffer. 我们不能接受你方的还价。 6. Our counteroffer is well founded. 我们的还价是很合理的。 7. provided you take the quantity we offer. 如果你方接受我们提议的数量 8. as a token of friendship 作为友谊的表示 9. in line with the world market 和世界市场价格一致 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