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阅读原文

https://www.100test.com/kao_ti2020/470/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_470270.htm 业务职能销售（1

）1.Cash award 现金奖励A: How about cash award to push the sales?B: We can consider that. But how much should we offer?A：用现金奖励来推动销售怎么样？B：可以考虑，但给多少呢？

2.Close the deal 完成交易A: We need to close the deal as soon as possible.B: I understand. We need cash.A：我们得尽快完成交易。B：我明白，我们需要现金。

3.Cold calls 电话推销A: Do we make cold calls?B: We dont. Its not very effective.A：我们做电话推销吗？B：不做，电话推销不是很有效。

4.Collection of payment 回款A: What is the term of collection of payment?B: Thirty day net.A：回款的期限是多长时间？B：30天不加息

。5.Customer visit 客户参观A: There will be a customer visit next Wednesday.B: We will get prepared.A：下周三有客户来参观。B

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