

金融英语：商场对话过招（一）PDF转换可能丢失图片或格式，建议阅读原文

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Dan Smith是一位美国的健身用品经销商，此次是Robert Liu第一回与他交手。就在短短几分钟的交谈中，Robert Liu既感到这位大汉粗犷的外表，藏有狡兔的心思——他肯定是沙场老将，自己绝不可掉以轻心。

双方第一回过招如下：D：I'd like to get the ball rolling（开始）by talking about prices. R：Shoot.（洗耳恭听）I

'd be happy to answer any questions you may have. D：Your products are very good. But I'm a little worried about the prices you're asking. R：You think we about be asking for more？

（laughs）D：（chuckles莞尔）That's not exactly what I had in mind. I know your research costs are high, but what I'd like is a 25% discount. R：That seems to be a little high, Mr. Smith. I don't

know how we can make a profit with those numbers. D：Please, Robert, call me Dan.（pause）Well, if we promise future business——volume sales（大笔交易）——that will slash your costs（大量减低成本）for making the Exec-U-ciser, right？R：Yes, but it

's hard to see how you can place such large orders. How could you turn over（销罄）so many？（pause）We'd need a guarantee of future business, not just a promise. D：We said we wanted 1000

pieces over a six-month period. What if we place orders for twelve months, with a guarantee？R：If you can guarantee that on paper, I think we can discuss this further.

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