

金融英语：商场对话过招（五）PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/473/2021_2022__E9_87_91_E8_9E_8D_E8_8B_B1_E8_c67_473737.htm Robert在前面的谈判最后提出签约十年的要求，Kevin会不会答应呢？如果答案是否决的话，Robert又有何打算？他一心为公司的利益打算，极力争取技术转移地协定，而对方会甘心出让此项比金钱更珍贵的资产吗？请看以下分解：

K：We cant sign any commitment for ten years. But if your production quality is good after the first year, we could extend the contract and increase our yearly purchase.

R：That sounds reasonable. But could you shed some light on（透露）the size of your orders？

K：If we are happy with your quality, we might increase our purchase to 100,000 a year, for a two-year period.

R：Excuse me, Mr. Hughes, but it seems to me were giving up too much in this case. Wed be giving up the five-year guarantee for increased yearly sales.

K：Mr. Liu, youve got to give up something to get something.

R：If youre asking us to take such a large gamble（冒险）for just two years sales, Im sorry, but youre not in our ballpark（接受的范围）。

K：What would it take to keep Pacer interested？

R：A three-year guarantee, not two. And a quality inspection（质量检查）tour after one year is fine, but wed like some of our personnel on the team.

K：Acceptable. Anything else？

R：Wed be making huge capital outlay（资本支出）for the production process, so wed like to set up a technology transfer agreement, to help us get off the ground（取得初步进步）。

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