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阅读原文

https://www.100test.com/kao_ti2020/496/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_496757.htm 业务职能商务（3）

1.Proposal 企划书 A: When is the proposal due?B: Its due Thursday next week.A：企划书什么时候必须出？B：定的是下周四。

2.Quotation 报价A: Have we got the quotation ready?B: It is ready. We just need the management to review.A：我们的报价准备好了吗?B：准备好了，就等管理层审核了。

3.RFQ（Request for quote）询价A: Did you receive the RFQ for the new program？B: Yes. We did. The deadline for quotation is only two weeks from now.A：你收到新项目的询价单了吗？B：是的，还有两周就到了报价期限了。

4.Supplier base 供应商体系A: I feel that we do not have a mature supplier base.B: That is true. We need to help our suppliers grow.A：我觉得我们的供应商体系不是很成熟。B：是的，我们得帮助我们的供应商发展。

5.Win the bid 中标A: Mark, we won the bid!B: Really? We need to celebrate.A：马克，我们中标了！B：真的吗？那得庆祝一下了。

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