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https://www.100test.com/kao_ti2020/498/2021_2022__E5_A6_82_E4_BD_95_E5_90_91_E5_c85_498947.htm Jennifer要进军美加市场，经过数星期的信件传真往来，终于与一家加拿大的中盘经销商，Standard家用电器，约好了当面商谈合作的可能性。Jennifer与买家首度会面，不但要说明公司目前的计划，还要告诉对方自己在此商谈中所扮演的角色。 Good afternoon. It ' s a pleasure to finally meet you. I ' m Jennifer Wong from Action Appliances. I hope the two of you had a pleasant flight. Please take a seat. As you know, Action is looking to expand into western Canada and the United States. What we need to get our foot in the door is a well-known distributor. To be perfectly honest, it would be quite a head start for us if we could secure a deal with a respected distributor like you, Standard Suppliers. I ' ll be responsible for the first round of negotiations here in Taipei. I hope we can make some definite headway during your stay in Taiwan. As the stakes get higher, so to speak, my supervisor, Mr. Cheng, will join us at the bargaining table. And now, I ' m sure you must have questions. 两位中午好，很高兴终于与你们会面了。我是Action电器的Jennifer Wong，我希望两位一路旅程还算顺利，请坐。您也知道，Action希望能将市场扩展到加拿大西部及美国，因此我们目前需要的，就是一家声誉卓著的经销商，来帮助我们打入市场。老实说，如果我们能和像贵公司这样的信誉良好经销商合作，那真是一个非常好的开始。敝人负责此次在台北第一阶段的商谈。希望趁两位在台北停留的这段时间内，我们能有明朗化的进

展。当进入高层次的商谈时，我的上司郑先生会加入商谈。现在，你们有任何问题，请直接提出来。短语解说 be looking to 希望，计划 这是美式俚语用法，表明展望未来要做的事。With the demise of communism in Europe, we ' re looking to open new markets in Poland and Yugoslavia. 由于欧洲共产政权崩溃，我们计划将在波兰及南斯拉夫开发新市场。 get one ' s foot in the door 开始涉足于 这词组原本是指推销员挨家挨户拜访客户时，会将脚挡在门口边，让对方没办法关门，不得不听他推销产品。现在则用来比喻"涉足某事，并从此愈做愈好"。 It takes years of hard work to even get your foot in the door in the world of broadcast journalism. 要涉足新闻广播界，需要用功努力多年才行。 head start 抢得先机 这个名词词组原指在比赛中抢先，引申为因起步早而造成有利之先机。 With a head start in business, you can make it all the way to the top. 做生意时抢得先机，你才能顺利一路到达巅峰。 so to speak 可说是 通常在言谈间引起一个比喻性的说法时，会用这个词组。它在句中出现时，前后要以逗号隔开。 Our editor in chief is, so to speak, a king in the office. 我们的总编辑在办公室里，可说是，像个国王。 at the bargaining table 谈判桌上 字面上来看，这个词组指"谈判的会议桌"，引申为整个谈判过程。 We decided to step up to the bargaining table and share our views with the other company. 我们决定参加谈判，与对方公司商讨我们的看法。 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