

金融英语：商场对话过招（七）PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/499/2021_2022__E9_87_91_E8_9E_8D_E8_8B_B1_E8_c92_499430.htm 2001年11月19日 上午11时57分26秒 行至此处，谈判都还算是

在和谐的气氛下进行，双方各自寻求获利的方案。但针对技术转移这一项

，Robert所提的保证和要求能否消弭Kevin心中的顾虑，而今此谈判终露曙光呢？以下对话即为您揭晓：K：If we

transferred our technical and research expertise（技术与研究的专业知识），what would stop you from making the same product？R

：We'd be willing to sign a commitment. We'll put it in writing（书面保证）that we won't copycat（仿冒）the Sports Cast within five

years after ending our contract. K：Sounds O.K., if it's for any

"similar" product. That would give us better protection. But we'd

have to insist on a ten year limit. R：Fine. We have no intention

of becoming your competitor. K：Great. Then let's settle the details

of the transfer agreement. R：We'll need you to send over some key personnel to help us purchase the equipment and train our technical

people. How long do you anticipate that will take？K：A week to

put the team together, three weeks to train your people. If so, when

do you estimate starting production？R：Our first production run

（一批的生产）should be one week after our team finishes its

training. But I'd like your team to stay a full week after that, to handle

any kitches that pop up（处理突发的事件）。K：Can do.

Everything seems to be set, Robert. I'll bring in a sample contract

tomorrow. If you like, we can sign it then 100Test 下载频道开通，

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