

高级口译笔记商务谈判(BusinessNegotiation) PDF转换可能丢失图片或格式，建议阅读原文

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第一部分 基本词汇
询价 make an inquiry 报价 quotation 报/发盘 offer 底盘 floor offer
实/虚盘 firm/non-firm offer 开/收盘 opening/closing price 现/期货
价 spot/forward price 还盘 counter-offer 回佣 return commission 到
岸价 C.I.F. (即Cost, Insurance and Freight) 到岸加佣金价
C.I.F.C. (即Cost, Insurance, Freight and Commission) 现货 spot
goods 库存有限 limited stock 批发价 wholesale price 零售价 retail
price 净利润 net profit 定金 down payment 分期付款 payment by
installment 现金结算 cash settlement 信用证结算 payment by letter
of credit(L/C) 股东 shareholder. stockholder 我方 on our part 双赢
战略 win-win strategy 中止合同 terminate the contract 提出索赔
lodge a claim 要求赔偿损失 claim for a compensation of the
loss/damage 贸易索赔 business claim 补偿贸易 compenstion trade
第二部分 词语扩展 商品交易会 Commodities Fair 经营范围
line/scope of business 独家经销代理 exclusive selling agency 市场准
入 market access 机床 machine tools 汽车零部件 auto parts 电子商
务 e-commerce. e-business 第三部分 例句请给我一个有效期
为90天的C.I.F.报价，目的港为洛杉矶，报价含5%的佣金。Id
like to hear your quotation on a C.I.F.Los Angeles basis valid for 90
days, with an inclusion of 5% agents commission in your quotation.
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