

考试大整理：用简单英语谈生意 - 报价篇 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/503/2021_2022__E8_80_83_E8_AF_95_E5_A4_A7_E6_c85_503740.htm (1) A: We can offer you

this in different levels of quality. B: Is there much of a difference in price? A: Yes, the economy model is about 30% less. B: Well take that one. A: 这款产品我们有三种不同等级的品质。 B: 价钱也有很大的分别吧? A: 是的, 经济型的大约便宜30%。 B: 我们就买那种。

(2) A: Is this going to satisfy your requirements? B: Actually, it is more than we need. A: Let me see the specifications for that. A: 事实上, 已超出我们所需要的。 B: 我们可以提供你便宜一点的型式。 A: 让我看看它的规格说明书吧。(3)

A: You're asking too much for this part. B: we have some cheaper ones. A: What is the price difference? B: The basic model will cost about 10% less. A: 这零件你们要价太高了。 B: 我们有便宜一点的。 A: 价钱差多少? B: 基本型的便宜约10%左右。

(4) A: How many different models of this do you offer? B: We have five different ones. A: Is there much of a price difference. B: Yes, so we had better look over your specifications. A: 这个你们有多少种不同的型式。 B: 五种。 A: 价钱有很大的差别吗? B: 是的, 所以我们最好先把您的规格说明细看一遍。(5) A: The last order didnt work out too well for us B: What was wrong? A: We were developing too much waste. B: I suggest you go up to our next higher price level. A: 上回订的货用起来不怎么顺。 B: 有什么问题吗? A: 生产出来的废品太多了。 B: 我建议您采用我们价格再高一级的货。

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