

外贸口语 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/504/2021_2022__E5_A4_96_E8_B4_B8_E5_8F_A3_E8_c96_504224.htm 商谈价格是买卖之间很重要的一环。以下是外贸价格谈判中常用到的英语口语：

- 1 . Let ' s get down to business, shall we? 让我们开始谈生意好吗？
- 2 . I ' d like to tell you what I think about that. 我想告诉你我的一些想法。
- 3 . Are those prices FOB or CIF? 这些价格是船上交货价还是运费及保险费在内价？
- 4 . Are these prices wholesale or retail? 这些价格是批发价还是零售价？
- 5 . That ' s too high. 价钱太高了。
- 6 . Oh, no, this is the lowest price. 噢，不，这是最低价。
- 7 . Let us have your rock-bottom price. 我们给你低价。
- 8 . What ' s the price range? 价格范围是多少？
- 9 . They start at one hundred and fifty yuan and go up to two hundred yuan. 它们以50元起价，至多到200元。
- 10 . The price is quite reasonable. 这价格相当合理。
- 11 . The price is unreasonable. 这价格高得不合理。
- 12 . Can you make it a little cheaper? =Can you come down a little? =Can you reduce the price? 你能不能算便宜一点？
- 13 . That sounds very impressive. 那似乎非常好。
- 14 . That sounds reasonable. 那似乎非常好。
- 15 . I ' d like to hear your ideas on... 我想听听你关于.....的看法。
- 16 . You ' re offering us this product at 1800 yuan per unit-is that right? 你提供我们的这种产品报价是每台1800元吗，对吗？
- 17 . We ' d appreciate it if you could sell it to us for 1350 yuan per unit. 如果你能以每台1350元的价格卖给我们，我们将不胜感激。
- 18 . Taking the quality into consideration, I think the price is reasonable. 考虑到产品质量，我认为价格是合理的。
- 19 . There ' s one problem to be

mentioned. 有一个问题要提出来。 20 . The price we quoted is quite good for your country. 我们报的价格相当适合贵国。 21 . The price you quoted is a little stiff for exporting. 你报的价格对于出口而言，有点偏高。 22 . Your price is 15% higher than that of last year. 你们的价格比去年的高15%。 23 . I think you misunderstood me on this point. 在这一点上我想你是误会我了。 24 . We ' re in complete agreement. 我们完全同意。 25 . I can ' t make a decision at this time. 我无法现在做决定。 26. It ' s not possible for us to make any sales at this price. 我们无法以这种价格销售。 27 . 380 yuan is about as low as we can go. 380元大约是我们能出的最低价格。 28 . I ' m afraid I can ' t agree with you there. 恐怕我不能同意您出的价格。 29 . Your price is higher than that of other companies. 你方的价格比其它公司的价格要高。 30 . But considering the high quality, our price is very reasonable. 不过鉴于产品的优良质量，我们的价格是非常合理

总之，商品的价值往往同商品的本质关系密切。当要强调出口商品的品质以使交易达到理想的价格时，我们可以说：
This one is very good for 10 US dollars.(这东西绝对值10美元。)
或 These are slightly higher in price, but their superior quality makes them more valuable than the less expensive ones. (这些货价稍微高了一点，但其优异的品质，使它们比那些便宜的货，更有价值。)

在谈到商品价格便宜时，买方切忌使用cheap这个词，因为在西方人看来，它意味着商品是由廉价劳工（cheap labor）制造出来的廉价商品。外贸英语应尽量使用reasonable这个形容词。如：The price is quite reasonable.(这价格相当合理。)

讨价还价的结果是双方做出的让步。在最后让步时可说：

“ The best compromise we can make is ... ” (我们能做出的最大让步是...)或者 ” This is the lowest possible price. ” (这已是最低价格。), 然后坚定不移, 否则, 如果让步太过分, 就可能造成卖方的损失。 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