

外销员外贸外语辅导：报价英语常用20组外销员考试 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/512/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E5_c28_512243.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: We ' ll take that one . A:这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: We can give you a little cheaper model . B: Let me see the specifications for that . A:这种的合你的要求吗? B:事实上,已超出我们所需要的。 A:我们可以提供你便宜一点的型式。 B: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 didn

' t 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 6) A: Did the material work out well for you? B: Not really. A: What was wrong? B: We felt that the price was too high for the quality. A:那些材料进行的顺利吗? B:不怎么好。 A:怎么啦? B:我们觉得以这样的品质价钱太高了。 7) A: Has our material been all right? B: I ' m afraid not. A: Maybe you should order a little better quality B: Yes, we might have to do that. A:我们的原材料没问题吧? B:有问题呢。 A:也许您应该买品质好一点的 B:是呀,恐怕只有这么做了。 8) A: I think you had better come out to the factory. B: Is there something wrong. A: Yes, your last shipment wasn ' t up to par. B: Let ' s go out and have a look at it. A:我看你最好走一趟工厂, B:出了什么事吗。 A:嗯,你上次送去的货没有达到标准。 B:走,我们去看看? 9) A: I want you to look at this material. B: Is this from our last shipment? A: Yes, it is. B: I can see why you are having some problems with it. A:我要你看看这材料! B:这是上次叫的货吗? A:是啊。 B:我明白为什么你用起来会有问题了。 10) A: I would suggest that you use this material instead of that. B: But that costs more. A: But you will get less waste from this. B: We ' ll try it once. A:我建议你改用这种替代那种。 B:可是那样成本较高。 A:但可以减少浪费。 B:那么就试一次看看吧。 "#F8F8F8" 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