

外贸外语辅导：二十组必备的报价英语外销员考试 PDF转换
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https://www.100test.com/kao_ti2020/516/2021_2022__E5_A4_96_E8_B4_B8_E5_A4_96_E8_c28_516939.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。 11) A: Our manufacturing costs have gone up too much . B: You might try one of our cheaper components . A: Let ' s take a look at your price list again B: Sure . I ' ll bring it in next week . A:我们的制造成本增加太多了。 B:你试试这种较便宜的组件怎样? A:我再看一次你们的价目表吧。 B:好哇 , 我下个礼拜带过来。 12) A: This is the best material we have to offer . B: Actually ,I don ' t think we need it to be this good . A: I can let you have this kind cheaper . B: Let ' s do

that . A:这是本公司所供应的最好的原料。 B:说实在的 , 我并不认为我们用得着这么好的 , A:我可以算你便宜一点。 B:那就这么说定吧? 13) A: How is the new material working out for you ? B: Fine .we ' re saving a lot of money with it . A: I ' m glad to hear that . B: It was a good suggestion .thanks . A:新原料用得如何? B:不错 , 节省了不少的钱 , A:听你这么说不高兴。 B:你建议得不错 , 谢谢。 14) A: How many would you like to order ? B: Is there a minimum order ? A: No ,we can ship in lots of any size . B: We ' ll try one case of this . A:您要订多少? B:有最低订购量的限制吗? A:没有 , 任何数量都可以出货。 B:那么 , 这种的就试一箱吧 15) A: We ' re ready to take your order now. B: We want to try this component as a sample. A: I can send one for you to try . B: Yes , please do that . A:你们现在可以下订单了。 B:这种组件我们想试个样品看看。 A:我们可以寄个给你试用。 B:好 , 那就麻烦你了。 16) A: How many would you like to order ? B: How do they come packaged ? A: In cases of 100. B: We ' ll take 500. A: 您要订多少? B : 货是怎样装的呢? A:一箱装100个。 B:我们要500个 17) A: We need seven of these . B: They come in cases of five . A: Then ,send two cases please . B: Good . thank you for the order . A: 我们要七个这种的。 B:它们是五个一箱。 A:这样的话 , 就送两箱吧。 B:好的 , 谢谢你的订货。 18) A: We can ' t handle an order that small . B: What is the minimum we would have to order . A: 300 pieces . B: I see ,send those ,then . A:这么少的数量 , 我们不能接受。 B:那么我们至少得订多少呢。 A:300个 B:哦 , 那就300个吧。 19) A: We have a problem with your order . B: What is it ? A: We can ' t split open a case to fill your order . B: I ' ll see if

we can take the whole case . A:你订的货有点问题。 B:什么问题。
。 A:因为我们不能拆箱来凑足你的订量。 B:那我考虑看看是不是可以买整箱。 20) A: Do you offer any quantity discounts ? B: No, we don ' t. A: Then give us three cases of this . A:大量购买有折扣吗? B:不 , 没有。 A:那么这种的就买三箱好了。 "#F8F8F8"
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