

谈判实例：如何探出对方价格底线 - 会议谈判实用英语考试
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https://www.100test.com/kao_ti2020/558/2021_2022__E8_B0_88_E5_88_A4_E5_AE_9E_E4_c96_558611.htm Dan在提议前半年给他们二成折扣，后半年再降为一成半，经Robert推翻后，Dan再三表示让步有限。您知道Robert在这折扣缝隙中游走，如何才能摸出双方都同意的数字呢？他从锦囊里又掏出什么妙计了呢？请看下面分解：

R: How about 15% the first six months, and the second six months at 12%, with a guarantee of 3000 units? D: Thats a lot to sell, with very low profit margins. R: Its about the best we can do, Dan. (pause) We need to hammer something out (敲定) today. If I go back empty-handed, I may be coming back to you soon to ask for a job. (smiles) D: (smiles) O.K., 17% the first six months, 14% for the second?! R: Good. Lets iron out (解决) the remaining details. When do you want to take delivery (取货)? D: Wed like you to execute the first order by the 31st. R: Let me run through this again: the first shipment for 1500 units, to be delivered in 27 days, by the 31st. D: Right. We couldnt handle much larger shipments. R: Fine. But Id prefer the first shipment to be 1000 units, the next 2000. The 31st is quite soon ---- I cant guarantee 1500. D: I can agree to that. Well, if theres nothing else, I think weve settled everything. R: Dan, this deal promises big returns (赚大钱) for both sides. Lets hope its the beginning of a long and prosperous relationship. 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