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Hard bargainers VS. soft bargainers Dialogue 1 A: Weve got a problem...it looks like well need more spotlights on the exhibition booth. The client thinks its too dark,and they want to add halogen lighting. Weve already got 3 sets of track lighting from you guys,do you think you could help us out and throw in some halogens? B:Oh...Um...I dont think so. you know the halogen lighting is much more expensive than your track lighting system. Plus Im going to have to call in some guys to install it for you. Thats not going to come cheap. A: But it would only be adding to the existing structure. Were not talking about anything new here... B: It doesnt matter because we will still have to call the electrician out, and they are union labor. Itll cost you a pretty penny.... A: How much do you think it would cost? B: Ummm,I estimate itll run in the neighborhood of ....\$500 per light. A: \$500per light?!Thats ridiculous!It cant possibly be that expansive! B:It is,Ill tell you why. Well have to call in the electrician, hes going to charge overtime now because its already 5PM, and it will probably take him an hour a light. Plus, the halogen lights take more electricity,so your electrical cost is going to be higher as well. A: Cant you give me a break on this ? Weve already spent so much money on lighting,I hate to have to blow so much more on halogens. B: No, thats the cost, and thats what its going to cost us. We cant go in the hole with this. I am giving

you my best price,so take it, or leave it. 更多信息请访问：百考试题外语站点 百考试题外语论坛 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](http://www.100test.com)