

06年BEC中级口试实录试题(含录音)商务英语考试 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/589/2021_2022_06_E5_B9_B4BEC_E4_B8_c85_589788.htm 1: Conversation with interlocutor 2:

Mini presentation (about 1 minute each) Candidate Dorothys choice of topic (out of 3 options) What is important when ... ?

Arranging a sales conference * Agenda * Cost Candidate Jeremys choice of topic (out of 3 options) What is important when ... ?

Entering a new foreign market * Export directly using the existing sale staff * Find a joint-venture partner 3: Collaborative task

Negotiating deals You are the regional salesmen of a newly-established computer company. You have been asked to negotiate deals for the sale of the new range of computers. Discuss the situation together, and decide: What are the selling points of your new range? How to display its advantages to the potential customers?

What are the details of the products, e.g. special offer, price and delivery time? 编辑推荐：2009年BEC考试范围介绍 2009年BEC考前冲刺专题 2009年商务英语考后答案交流区 2009年BEC商务英语考试听力应试技巧 2009年BEC商务英语口语考试应试技巧 2009年BEC商务英语考试写作应试技巧 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