

典型商务对话：真实模拟老美谈判 - 会议谈判实用英语 PDF  
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[https://www.100test.com/kao\\_ti2020/626/2021\\_2022\\_\\_E5\\_85\\_B8\\_E5\\_9E\\_8B\\_E5\\_95\\_86\\_E5\\_c96\\_626751.htm](https://www.100test.com/kao_ti2020/626/2021_2022__E5_85_B8_E5_9E_8B_E5_95_86_E5_c96_626751.htm) 下面是一段典型的商业

对话，是我们额外奉送给大家的礼物！请跟着美国专家反复模仿，彻底掌握，成为商业谈判的高手！（International Trading）

Kim：Welcome to our company. My name is Jeff Kim. I'm in charge of the export department. Let me give you my business card.

Smith: I'll give you mine too.

Kim：How was your flight?

Smith: Not bad, but I'm little tired.

Kim：Here's your schedule. After this meeting, we will visit the factory and have another meeting with the production manager. And you'll be having dinner with our director.

Smith: Could you arrange a meeting with your boss?

Kim：Of course, I've arranged it at 10 o'clock tomorrow morning.

Smith: Well, shall we get down to business?

Kim：Sure, did you receive the sample we sent last week?

Smith: Yes, we finished the evaluation of it. If the price is acceptable we would like to order now.

Kim：I'm very glad to hear that.

Smith: What's your best price for that item?

Kim：The unit price is \$12.50.

Smith: I think the price is a little high, can't you reduce it?

Kim：I'm afraid we can't. \$12.50 is our rock bottom price. If you purchase more than 10,000 units we can reduce it to \$12.00.

Smith: Well, I'll accept the price and place an initial order of 10,000 units.

Kim：Very good. It's been a pleasure to do business with you, Mr. Smith.

Smith: The pleasure is ours. Can you deliver the goods by March 31?

第一部分、参考翻译 金：欢迎到我们公司来。我叫金哲夫，

负责出口部。这是我的名片。史密斯：这是我的名片。金：你的航行顺利吗？史密斯：还行，不过我有点累。金：这是你的日程安排。开完会后，我们去参观工厂，再跟生产部经理开个会。晚上你将和我们主任共进晚餐。史密斯：你能安排我跟你们老板开个会吗？金：当然可以，我会安排在明天早上10点钟。史密斯：那我们开始谈正事吧。金：行，你有没有收到我们上周寄给你的样品？史密斯：收到了，我们已进行了评估。如果价格合适，我们现在就想订货。金：听到这个我真高兴。史密斯：这种货你们最低价是多少？金：单价是12.50美元。史密斯：我觉得这个价贵了点，你能不能减一点？金：恐怕不行，12.50美元是我们的底价。如果你订货超过10,000件，我们可以减到12.00美元。史密斯：行，我接受这个价格，第一批订10,000件。金：太好了。史密斯先生，跟你做生意真是我的荣幸。史密斯：是我们的荣幸才对。你们能在3月31号前发货吗？金：当然行。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)