

面见加拿大客户时的实用谈判英语篇实用英语 PDF转换可能丢失图片或格式，建议阅读原文

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场景：加拿大客户达到中国后的次日，办公室主任Brian在公司会客厅里为加拿大Johnathan 介绍自己的老板-Mr. Sun. 以下是他们的对话：

B: Mr. Sun, I'd like you to meet Mr. Johnathan Mitchell, sales manager for Northern Reflections of Canada. Mr. Mitchell, Mr. Steven Sun, general manager of Apex Trading. 孙先生，让我为你介绍加拿大Northern Reflections的业务经理-Jonathan Mitchell先生。 Mitchell先生，这是Steven孙先生，Apex贸易公司的总经理。

S: It's very nice to finally meet you, Mr. Mitchell -after so many phonecalls and faxes. (offers his business card first) I'd like you to have my business card. 多次电话、传真往返之后，非常高兴终于见到您， Mitchell先生（先递出名片），请收下我的名片。

J: Thanks very much, Mr. Sun. Please accept mine. (offers his own card) And please, call me Johnathan. 谢谢您，孙先生。也请收下我的名片（递上自己的名片），叫我Johnathan就行了。（两个人都看了一下对方的名片，放入皮夹而非口袋中， both look at cards for a few seconds, then put them in wallets-not pockets）

B: If you don't mind, Johnathan, while you and Mr. Sun get acquainted, I'd like to check the arrangements for the meeting. 如果你不介意， Johnathan，在你和孙先生互相认识时，我先失陪，看看会议安排得如何。

J: You're certainly on top of things, Brian. Brian，一切当然在你掌握之中！

S: (looking at Brian) You'll find Mr. Taylor-Brian - is a force to be

reckoned with at Apex Tradig. ( 看着Brian ) Talyer先生，您会发现Brian是Apex贸易公司的大将。 B: Thanks for the vote of confidence, Mr. Sun. Ill be right back. (leaves room) 孙先生，谢谢你的信任票，我马上回来。( 走出房间 ) J: He appears to be a top-notch young man, Mr. Sun. Talent and enthusiasm like that are hard to find. 孙先生，他看起来是个有为的青年，很难找到像他这样有才干、有热忱的人。 S: Dont I know it. Hes doing a great job for us. And please, call me Steven. 我完全同意，他在公司表现不凡，请叫我Steven就行了。 J: Steven, can you tell me in a nutshell what the retail market is like in Taiwan? Steven，你可以简单地告诉我台湾零售市场的现况吗？ S: Well, as per capita income goes up and up, the growth sector seems to be in the to-end. 唔，由于每人的平均收入不断地增高，市场的发展领域似乎偏向于高价位商品。 J: Retail is going upscale here? Taiwan is certainly growing more quickly than I had imagined. 此地的零售走入高价位了？台湾的发展比我想像得要快多了。 S: Yes. Things certainly have changed since I was a boy. Weve developed very quickly. 没错，现在的台湾和我小时候完全不一样了，这里发展得非常快速。 J: Do you think the trend will continue? 你想这种趋势还会维持下去吗？ S: I dont see why not. We do have some problems, but we are still willing to work hard-and wages arent too high at this point. 我不觉得有什么不行！虽然是有一些问题，但我们仍愿意勤奋工作，而且现阶段工资仍不算太高。 J: Everything Ive seen so far is very impressive. Very impressive indeed. 到目前为止，我所看到的一切都令我印象深刻，真的十分深刻。

第二部分、会话情景短语 1. get acquainted ( with... ) (

和.....) 认识, 熟悉..... 这个常用的短语暗示双方从不认识到熟识, get可换 become.若是短语之后, 要加上被认识的对象, 以介系词 with连接。例: Our boss got acquainted with a couple of real estate agents in the golf Club. 我们老板在高尔夫俱乐部里结识了几位做房地产的商人。 2. on top of things 完全掌握 字面的意思是将问题克服, 高高踩在上面, 引申为控制全局。例: The new manager was always worried he wasnt on top of things. 新经理一直担心自己无法掌握全局。 3. (a) force to be reckoned with 值得注意的人物 (a) force, 力量, 可以指一个团体、事物或个人; reckon在此的意思为认定。 a force to be reckoned with是形容有成功的条件而值得注意的人物、团体。例: The new company will be a force to be reckoned with in the future. 这家新公司未来值得大家注意。 4. Dont I know it. 我完全同意! 当此句型以句点(。)而非问号结尾时, 表示完全同意对的方意见, 为口语用法, 强调的是肯定的含意。意思为我怎会不知道! ? ; 我当然明白这一点。 例: You say the discount rate is too low? Dont I know it! 你说这折扣打得太少? 我完全同意! 5. in a nutshell 简言之 nutshell原为坚果壳, 又指极小的容器, 故 in a nutshell 这个副词短语的意思是简言之。例: Bob told us in a nutshell what happened in the managers meeting. Bob简略地告诉我们经理们开会的情形。 6. growth sector 成长领域 这个经济学上的名词是指经济成长特别快速的领域, sector是区域; 部门的意思。 例: The leisure and entertainment industry is a growth sector in Taiwan. 休闲娱乐业是台湾目前的成长领域。 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)