

商务英语口试指导：销售商务英语考试 PDF转换可能丢失图片或格式，建议阅读原文

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1.Cash award 现金奖励

A: How about cash award to push the sales? B: We can consider that.

But how much should we offer? A：用现金奖励来推动销售怎么样？

B：可以考虑，但给多少呢？ 2.Close the deal 完成交易 A:

We need to close the deal as soon as possible. B: I understand. We

need cash. A：我们得尽快完成交易。 B：我明白，我们需要

现金。 3.Cold calls 电话推销 A: Do we make cold calls? B: We

dont. Its not very effective. A：我们做电话推销吗？ B：不做，

电话推销不是很有效。 4.Collection of payment 回款 A: What is

the term of collection of payment? B: Thirty day net. A：回款的期

限是多长时间？ B：30天不加息。 5.Customer visit 客户参观 A:

There will be a customer visit next Wednesday. B: We will get

prepared. A：下周三有客户来参观。 B：我们会做好准备的。

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