

商贸英语基础会话之合资经营Joint Venture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_ti2020/632/2021_2022__E5_95_86_E8_B4_B8_E8_8B_B1_E8_c85_632099.htm Joint Venture -It is said

that you can participate in joint enterprises with foreign businessmen. I wonder if it is true? -We have just started and have no experience as yet. -We are thinking of participating with you in a joint venture. -This time, Weve come here to discuss with you the question of joint venture. -Wed like to know what steps should be taken to engage in a joint venture with you. -If we participate in the joint enterprise, do we have the rights to supervise the quality and the packing of the products? -Certainly you have this right. -Do you fix the price yourself or through negotiation by both parties? -The price of the products should be set according to the price in the international market. It should be fixed by the two parties at a level that will bring profit to both. -Since the products will be sold in our country, the price should be set by us. -Do the two parties who have invested in enterprise have the right to hire or fire their staff at their own discretion? -Id like to know in what lines of business you would like to participate in with us? -Im thinking of a joint venture with you in selling Chinese arts and crafts in our market. -What are your terms and conditions on joint participation? -Please have a look at the detail terms on join participation. -Shall we each invest 50% capital and share the profit equally? -Our investment should exceed 50% because the arts and crafts we handle are made in our country. -What do you think of the future of joint venture? -We believe they

have an optimistic future. -what is your estimation of volume of trade we can achieve in a joint venture? -I reckon that business to the extent of over forty million Francs can be done. -I agree to joint participation with you on Chinese arts and crafts. -Technicians are to be provided by us. -Whats your option on brand? -We can use your brand. Glossary venture 风险 , 冒险 Joint Venture 合资企业 把百考试题外语站加入收藏夹 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