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[https://www.100test.com/kao\\_ti2020/636/2021\\_2022\\_\\_E5\\_B8\\_B8\\_E7\\_94\\_A8\\_E5\\_95\\_86\\_E5\\_c85\\_636817.htm](https://www.100test.com/kao_ti2020/636/2021_2022__E5_B8_B8_E7_94_A8_E5_95_86_E5_c85_636817.htm) Dan Smith是一位美国的健身用品经销商，此次是Robert Liu第一回与他交手。就在短短几分钟的交谈中，Robert Liu既感到这位大汉粗犷的外表，藏有狡兔的心思——他肯定是沙场老将，自己绝不可掉以轻心。双方第一回过招如下：D: I'd like to get the ball rolling(开始)by talking about prices. R: Shoot.(洗耳恭听)I'd be happy to answer any questions you may have. D: Your products are very good. But I'm a little worried about the prices you're asking. R: You think we about be asking for more?(laughs) D: (chuckles莞尔) That's not exactly what I had in mind. I know your research costs are high, but what I'd like is a 25% discount. R: That seems to be a little high, Mr. Smith. I don't know how we can make a profit with those numbers. D: Please, Robert, call me Dan. (pause) Well, if we promise future business——volume sales(大笔交易)——that will slash your costs(大量减低成本)for making the Exec-U-ciser, right? R: Yes, but it's hard to see how you can place such large orders. How could you turn over(销罄)so many? (pause) We'd need a guarantee of future business, not just a promise. D: We said we wanted 1000 pieces over a six-month period. What if we place orders for twelve months, with a guarantee? R: If you can guarantee that on paper, I think we can discuss this further. 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)