

06年BEC中级口试实录试题(含录音)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_ti2020/644/2021_2022_06_E5_B9_B4_BEC_E4_B8_c85_644847.htm 1: Conversation with interlocutor 2:

Mini presentation (about 1 minute each) Candidate Dorothys
choice of topic (out of 3 options) What is important when ... ?

Arranging a sales conference * Agenda * Cost Candidate Jeremys
choice of topic (out of 3 options) What is important when ... ?

Entering a new foreign market * Export directly using the existing
sale staff * Find a joint-venture partner 3: Collaborative task

Negotiating deals You are the regional salesmen of a
newly-established computer company. You have been asked to
negotiate deals for the sale of the new range of computers. Discuss
the situation together, and decide: What are the selling points of your
new range? How to display its advantages to the potential customers?

What are the details of the products, e.g. special offer, price and
delivery time? 编辑推荐：2009年BEC考试范围介绍 2009年BEC
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