

外销员外贸外语辅导：与客户还价口语表达外销员考试 PDF
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https://www.100test.com/kao_ti2020/645/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E5_c28_645239.htm 讨价还价是商务活动中的重要环节。一个好的“价格”既能让自己得到实惠，也能促进最后的成交。本文精选了12句还价口语，希望对大家有帮助。

1. Ill respond to your counter-offer by reducing our price by three dollars. 我同意你们的还价，减价3元。
2. If the price is higher than that, we'd rather call the whole deal off. 如果价格比这还高，我们宁愿放弃这桩生意。
3. Its absolutely out of the question for us to reduce our price to your level. 我们不可能将价格降到你方所要求的那样低。
4. We cant accept your offer unless the price is reduced by 5%. 除非你们减价5%，否则我们无法接受报盘。
5. We make a counter-offer to you of \$150 per metric ton F.O.B. London. 我们还价为每公吨伦敦离岸价150美元。
6. Your counteroffer is too low and we cant accept it. 你方还价太低了，我方无法接受。
7. Im afraid I dont find your price competitive at all. 我看你们的报价毫无竞争性。
8. If you insist on your price and refuse to make any concession, there will be not much point in further discussion. 如果你方坚持自己的价格，不作让步，我们没有必要再谈下去了。
9. Lets have your counteroffer. 请还个价。
10. Still, I think it unwise for either of us to insist on his own price. 不过，我认为彼此都坚持自己的价格是不明智的。
11. We think your offer is too high, which is difficult for us to accept. 我们认为你方的报价太高了，我方难以接受。
12. Our offer is reasonable and realistic. It comes in line with the

prevailing market.我方的报价是合理的、现实的，符合当前市场的价格水平。 欢迎进入：2010年外销员课程免费试听 点击进入免费体验：百考试题外销员在线考试中心 更多信息请访问：百考试题论坛外销员 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