

外销员外贸外语辅导：削价常用表达外销员考试 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/645/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E5_c28_645456.htm 想砍价吗？下面这些可都是用来形容价格下跌和要求对方削价的常用表达，做外贸的朋友一定要好好看一看哦！

Price is hovering between \$5 and \$8. 价格徘徊于5至8美圆之间。 We regret we have to maintain our original price. 很遗憾我们不得不保持原价。 Price has declined. 价格已跌落。 Price has dipped (sagged). 价格已下降。 It simply cant stand such a big cut. 再也经不住大幅度削价了。 Price has tobogganed. 价格突然下降。 Price has plummeted. 价格暴跌。 Price is on downslide. 价格剧降。 This new product is moderately priced. 新产品的定价适度。 Articles of everyday use are economically priced. 日用品价格低廉。 Everyone hopes the price of crude oil would greatly decrease. 人人都希望原油价格能大幅下跌。 Weve already cut the price very fine. 我们已将价格减至最低限度了。 The French price of stainless steel plates are about \$1200 per mt, while the German price is still lower. 法国的不锈钢板价格为每公吨1200美圆，德国的还要低。 Were ready to reduce the price by 5%. 我们准备减价百分之五。 To have this business concluded, you need to lower your price at least by 3%. 为达成这笔交易，你方应至少减价3%。 Business is possible if you can lower the price to HK\$2150. 你方若能减价到2150港币，可能成交。 The utmost (best) we can do is to reduce the price by 2%. 我们最多能减价百分之二。 We cannot take anything off the price. 我们不能再减价了。 Weve already cut down our prices to cost

level. 我们已经将价格降到成本费的水平了。 There is no room for any reduction in price. 价格毫无再减的余地了。 Our rock-bottom price is \$500/mt, and cannot be further lowered. 我们的最低价是500美圆一公吨，不能再低了。 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