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https://www.100test.com/kao_ti2020/645/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E5_c28_645491.htm 一个大公司的主管人员正在参加一个商业研讨会。在会间休息时，他们一起讨论在不同地区实施项目的优势和劣势。 Dale: I really envy your milestones over the last few years, Don. In your presentation, I noticed the great results youve obtained in region D. Weve had some trouble there. 我真的很羡慕你在过去几年中所建立的丰功伟绩。在你的发言中，我注意到你在D区取得了巨大的成绩。我们在那里遇到了一些麻烦。 Don: How so? 怎么会这样？ Dale: Weve had problems on delivery dates for materials. Often, theyre not on time. Looks like well have to change suppliers. 我们在原材料的交货时间上有一些麻烦。他们经常不按时交货。看来我们得换个供应商了。 Marshall: In my region, delivery is not a problem, but were often behind schedule. If we hadnt extended the 0drop-dead date on a couple of projects, the situation would be even worse. 在我管辖的区域，交货不是问题，但是我们常常延误工期。如果我们不是延长了一些项目的交付期限，情况会更糟。 Don: Whats going wrong? 那是什么出了问题？ Marshall: We think its an employee problem. We cant seem to get a good completion status from them, so that makes it difficult to track a project. Were going to start some job training in this area soon, so that should improve matters. 我想是员工的问题。无法从他们那里得到项目完工情况，因此想要监控整个工程很难。我们将在那个区域开展一些培训工作，这样会使情况有所改善。

Don: I hope youre right. Looks like the seminars set to continue, and Im presenting soon, so Ill catch you gentlemen later. 希望如此。好像研讨会要开始了，我马上要发言了，一会再和你们聊。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