外销员外贸外语辅导:贸易关系外销员考试 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_645492.htm 在下面的一段对话中 ,两国的贸易部长Henry Blumington和Nicolas Stratverry正在讨 论两国间的贸易关系。 Henry: Welcome, Nicolas. Its good to see you again. 欢迎, Nicolas。很高兴再次见到你。 Nicolas: Good to see you too, Henry. Been a while, hasnt it? 我也很高兴见到你 , Henry。很久没见了。 Henry: Indeed it has. Thats a good indication of the generally solid trade relationship between our countries. There is one area of concern, though. Im sure you know what that is. 确实是。这表明我们两国间的贸易关系大体还是 不错的。不过,还是有一个方面值得我们的关注,我相信你 知道是哪个方面。 Nicolas: Yes, the balance of trade in the computer parts industry. 是的。计算机零部件的进出口差额。 Henry: Right. Your governments high tariffs give your companies an unfair competitive advantage. Theres been rumblings in our government about lodging a complaint with the WTO. Thats why I called for this meeting, to see if we could resolve this without resorting to that measure. 是的。你们政府的高关税使你们国家 的相关企业获得了不公平的竞争优势。在我国政府,很多人 一直就是否要向世界贸易组织申诉这一情况议论纷纷。这也 是为什么我提出举行这次会面的原因,我想看看我们是否能 不诉诸世贸组织来解决这个问题。 Nicolas: My government is already looking at gradually lowering the tariffs over the next 3 years. However, they want something in return. They think your

government subsidies in the agricultural industry are too high. With our low GDP compared to yours, they feel that the capital flow to your country because of this hurts us more than the capital flow from computer parts hurts your country. 我国政府早已考虑在未来三 年中逐步降低关税。但是,我国政府也要求有一些回报。他 们认为你们国家的农业补贴太高,由于我们的国内生产总值 相对与你们的来说太低,所以我们觉得,由于贵国农业补贴 而造成的我国大量资本流入你们国家,这对我国造成的伤害 远比因我国计算机零部件关税过高而导致你们国家资本流失 对贵国造成的伤害大得多。 Henry: Those subsidies were set up to help recover from a number of years of low yield, not to create an unfair advantage. Nevertheless, I see your point, and III bring your request to their attention. I think we can work something out, since productivity has started to rise to normal levels again. Ill let you know what they think. 那些补贴是为了帮助我们从连续几年农业低产 的窘境中恢复过来,而不是为了获得不公平的优势。不过, 我了解你的意思,我会向我国政府说明你们的想法。我想, 既然我国生产力已开始恢复到正常水平上来,我们一定会想 出解决的办法的。到时我会告知你的。 Nicolas: That would be appreciated. Well, sorry I have to run, but I must attend some last-minute meetings in New York before the U.N. conference starts. See you there tomorrow? 我们将很感激。抱歉,我必须告辞了 , 我必须在联合国大会开始之前赶去参加纽约举行的紧急会 议。明天会在那儿见到你吗? Henry: Yes, you will. Im flying in this afternoon. Until tomorrow, then. 会的。今天下午我将坐飞 机过去。明天见了。 欢迎进入:2010年外销员课程免费试听

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