

外销员外贸外语辅导：怎样劝说客户购买产品外销员考试

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https://www.100test.com/kao_ti2020/645/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E5_c28_645587.htm

贸易有方方面面的东西要关注，但是最关键、也最根本的问题只有一个就是把自己的产品卖出去。下面是一些游说客户购买产品的经典例句，快来试试吧！

If I were you, I would book a small order as a trial. 如果我是你，我会小量试订一批。

If I were in your position, I would allow partial shipment. 如果我处在你的位置，就会同意分批装运。

Why not buy a small lot and put them on trial? 干嘛不小量买一批试试呢？

Why dont you look at it this way? Its more expensive, but much better value for money. 为什么不这么看呢：它是贵了一点儿，但它物有所值啊。

I think youd better weigh the advantages carefully before rejecting our offer. 我认为，拒绝我方报盘前，您最好先慎重权衡有利条件。

I dont think you should miss this opportunity to update your equipment. 我认为你不应该错过这个更新设备的机会。

After you have tried it out, Im sure youll agree that this is a very good product. 我相信您试用过后一定会认为这是个好产品。

I cant force you to make a deal, but I can assure you that our product has the edge on the competition. 我不能强迫您买，但是我可以向您保证我们的产品是很具有竞争力的。

Youre right to be cautious, but owing to the limited supply available at present, we suggest you act quickly. 谨慎当然不错，但是目前可供数量有限，建议您及早采取行动。

I dont want to sound pushy, but youll have to decide soon. 我不想让您认为我在催您，不过你确实要快点下决定。

Do you

understand that this offer is only good for three days? 你要知道本报盘有效期仅为三天。 I understand your concerns, but remember that the offer ends next week. 我理解您的担忧之处，但是别忘了下周报盘失效。 You can believe me that any money spent now will bring you large profits in the future. 请您相信我，今天投入的资金以后会为您带来巨大的利润。 Could you think about our proposal again? 您能否再考虑一下我们的建议呢？ Could you reconsider the matter in a different light / from a different angle? 能否从其他角度重新考虑这个问题呢？ Isnt there any way to change your decision? 有没有办法改变您的决定呢。 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