

外销员外贸外语辅导：签订合约SigningAContract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_645596.htm JOHN: Have you had a chance to look over the contract? LORRIE: Yes. Ive read it carefully. JOHN: And do you have any questions? LORRIE: No. But the contract stipulates that I will teach 22 hours a week. Will you have that many classes for me right away? JOHN: No, probably not. For the first two weeks you may teach 10 or 15 hours. LORRIE: But my salary will be 1100 dollars a month. Will you pay me that much for the first month? Because, I mean, I wont be working so many hours. JOHN: I understand. Thats why I didnt write the date on the contract. For the first two weeks, we will pay you according to the hours you teach. When you have 22 hours of classes, then the contract will take effect. Is that alright with you? LORRIE: Oh, so I dont sign the contract today. Is that right? JOHN: I dont want you to misunderstand, Miss Briggs. We are very serious about hiring you. We want you to teach for us. We usually do contracts this way because it is more convenient. LORRIE: I can accept that. JOHN: Good. And your benefits will begin immediately. LORRIE: Even my health insurance? JOHN: Yes. We will apply for your health insurance tomorrow. And your free membership in the club starts today if you like. LORRIE: I have a few questions about the free membership. JOHN: What would you like to know? LORRIE: Is my membership the same as paying club members? I mean, can I get discounts at club hotels? JOHN: Absolutely. The only difference is in

the restaurant and bar vouchers. LORRIE: What are bar vouchers?

JOHN: Paying club members get around 300 dollars a year in restaurant vouchers. The vouchers can be used in the restaurant or the lounge. But we dont offer vouchers to employees. LORRIE: But according to the contract, employees get a discount in the restaurant.

JOHN: Thats right. So in a way, it is cheaper for you than for the members. You get more benefits than they do. LORRIE: So, for now, you want me to keep a copy of the contract. But we wont sign it yet. Is that right? JOHN: Yes. Ive prepared the contract just so that you understand everything. So that you understand the terms. LORRIE: I understand. And according to the terms on the contract, I am happy to accept this job. I look forward to it. JOHN: Im very pleased. We look forward to having you here, Miss Briggs.

约翰：你有机会看一下合约吗？罗莉：有。我很仔细地看过。约翰：你有什么问题吗？罗莉：没有。但合约上规定我一周要教二十二个小时。你现在有那么多的课给我上吗？约翰：没有，大概没有。前两周你可以后教十到十五小时。罗莉：但我的薪水是一个月一千一百美元。你第一个月会付我那么多吗？因为，我的意思是，我没有工作那么多小时。约翰：我明白。那就是为什么我没有在合约上写日期。在前两周，我们会以你教的时数付你薪资。当你有教二十二个小时的课，合约就生效。这样对你来说可以吗？罗莉：喔，所以我可以今天先不签吗？这样可以吗？约翰：我不想你误解，布丽格丝小姐。我们是很慎重的要雇用你。我们希望你来这里教。我们通常这样签约是因为比较方便。罗莉：我可以接受。约翰：很好。你的福利就立刻生效。罗莉：我的健康保险也是？约翰：是的

。我们明天会帮你申请健康保险。如果你喜欢，你今天就能成为免费的会员。罗莉：我有几个关于免费会员的问题？约翰：你想知道些什么？罗莉：我的会员身份是否跟付费会员一样呢？我的意思是，我可以在会员旅馆享有折扣吗？约翰：绝对可以。唯一不同的在于餐厅和吧台抵用券。罗莉：什么是吧台抵用券？约翰：付费会员可以拿到一年三百元的餐厅抵用券。抵用券可在餐厅及会客厅使用。但我们不给予员工抵用券。罗莉：但根据合约上，员工可以在餐厅享有折扣。约翰：没错。换句话说，你是比会员花费更省。你有比他们有更多的福利。罗莉：所以，现在，你要我保留一份合约影印本。但我们还不签。是这样吗？约翰：是的。我准备合约只是想让你了解一切事情。想让你了解这些条件。罗莉：我明白了。根据合约上的条件，我很高兴接受这个工作。我期待它。约翰：我很高兴。我们期待你来这里，布丽格丝小姐。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