

2010外销员《外贸英语》商务会话：国际贸易谈判 PDF转换
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https://www.100test.com/kao_ti2020/645/2021_2022_2010_E5_A4_96_E9_94_80_c28_645867.htm 谈判是贸易双方讨价还价的过程

，准确流利地将你的意图传递给别人是谈判必需的能力。下面是一则贸易谈判的实例。多加模仿，你也能在谈判中达到技胜一筹！

Kim: Welcome to our company. My name is Jeff Kim. I'm in charge of the export department. Let me give you my business card. 金：欢迎到我们公司来。我叫金哲夫，负责出口部。这是我的名片。

Smith: I'll give you mine too. 史密斯：这是我的名片。

Kim: Did you receive the sample we sent last week? 金：你有没有收到我们上周寄给你的样品？

Smith: Yes, we finished the evaluation of it. If the price is acceptable we would like to order now. 史密斯：收到了，我们已进行了评估。如果价格合适，我们现在就想订货。

Kim: I'm very glad to hear that. 金：听到这个我真高兴。

Smith: What's your best price for that item? 史密斯：这种货你们最低价是多少？

Kim: The unit price is \$12.50. 金：单价是12.50美元。

Smith: I think the price is a little high. Can't you reduce it? 史密斯：我觉得这个价贵了点，你能不能减一点？

Kim: I'm afraid we can't. \$12.50 is our rock bottom price. If you purchase more than 10,000 units we can reduce it to \$12.00. 金：恐怕不行，12.50美元是我们的底价。如果你订货超过10,000件，我们可以减到12.00美元。

Smith: Well, I'll accept the price and place an initial order of 10,000 units. 史密斯：行，我接受这个价格，第一批订10,000件。

Kim: Very good. It's been a pleasure to do business with you, Mr. Smith. 金：太好了。史密斯先生，跟

你做生意真是我的荣幸。 Smith: The pleasure is ours. Can you deliver the goods by March 31st? 史密斯：是我们的荣幸才对。你们能在3月31号前发货吗? Kim: Of course. 金：当然行。

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