

2010外销员实用商务英语：问与答的技巧句型总结 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\\_2010\\_E5\\_A4\\_96\\_E9\\_94\\_80\\_c28\\_645900.htm](https://www.100test.com/kao_ti2020/645/2021_2022_2010_E5_A4_96_E9_94_80_c28_645900.htm) 表达质疑

1. Im not sure what youre saying has any relevance here. 2. Im not sure if what youre saying has anything to do with our problem. 3. Im not sure if what youre saying really matters in this case. 4. Im not sure if what youre saying is relevant to our problem. "relevance"是‘关联.適切’，词组用法为"have relevance to..."-‘与...有关’。这句话适用于正式场合，表示对方所言对议题并无意义。开头语由于是"Im not sure"而不是"I dont think"，因此可避免直接对峙的场面。不过这句话易造成不是对就是错的局面，因此若对方辩护有效，自己会有全盘皆输的危险。

暂不回答 1. I cant really recall. Ill have to get back to you on that. 2. I cant quite remember. Ill need to do a little checking and get back to you. 3. I cant fully remember. Ill have to check up on it. 4. I cant recall all the facts. Ill have to get back to you. "recall"是‘想起’."get back to someone on something"的意思是‘下次再和某人谈某事’。这句型适用于想避而不答，以免不慎的回答落人口实之时。它能让对方不再把矛头指向你，使你有机会脱身，找时间准备数据，延长到下次再为自己答辩。

询问意见 1. Would anyone like to add anything to (what Ive said)? 2. Would anyone care to comment? 3. Would anyone like to give their ideas on this? 4. Would anyone care to add their thoughts (to the discussion)? "add"是‘增加.附言’。这句话是请他人发表意见，来补充自己的看法。由于用的是"add"(补充)而非"comment"(批评)，暗示请发言者站

在自己的角度或看法，再作补充，而非给予大家较大的空间，任由批评。这即是"add"一字所暗藏之玄机。 More 邀询意见 在会议桌上，身为主持会议者，通常都需要主动且积极地征询各路英雄的想法及提案.在集思广益下决定出最适当的方案。 适合对个人的邀询 What are your views on...? What are your feelings about...? What are your feelings on this? What do you think about...? Whats your opinion about that? 适合对全体的邀询 Any reaction to that? Has anybody any strong feelings about/ views on that? Whats the general view on/ feeling about that? Has anybody any comments to make? 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](http://www.100test.com)