

10段展会英语报价经典对话 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_10_E6_AE_B5_E5_B1_95_E4_BC_c96_645790.htm (1) A: We can offer you this

in different levels of quality. B: Is there much of a difference in price?

A: Yes, the economy model is about 30% less. B: We ' ll take that

one. A: 这款产品我们有三种不同等级的品质。 B: 价钱也有很大的

的分别吧? A: 是的，经济型的大约便宜30%。 B: 我们就买那种

。(2) A: Is this going to satisfy your requirements? B: Actually, it is

more than we need. A: We can give you a little cheaper model. B:

Let me see the specifications for that. A: 这种的合你的要求吗? B:

事实上，已超出我们所需要的。 A: 我们可以提供你便宜一点的

型式。 B: 让我看看它的规格说明书吧。(3) A: You ' re

asking too much for this part. B: we have some cheaper ones. A:

What is the price difference? B: The basic model will cost about 10%

less. A: 这零件你们要价太高了。 B: 我们有便宜一点的。 A: 价

钱差多少? B: 基本型的便宜约10%左右。(4) A: How many

different models of this do you offer? B: We have five different ones.

A: Is there much of a price difference. B: Yes, so we had better look

over your specifications. A: 这个你们有多少种不同的型式。 B: 五

种 A: 价钱有很大的差别吗? B: 是的，所以我们最好先把您的规

格说明细看一遍。(5) A: The last order didn ' t work out too well

for us B: What was wrong? A: We were developing too much waste.

B: I suggest you go up to our next higher price level. A: 上回订的货

用起来不怎么顺。 B: 有什么问题吗? A: 生产出来的废品太多了

。 B: 我建议您采用我们价格再高一级的货 (6) A: Did the

material work out well for you ? B: Not really . A: What was wrong?
B: We felt that the price was too high for the quality . A:那些材料进行的顺利吗? B:不怎么好。 A:怎么啦? B:我们觉得以这样的品质价钱太高了。 (7) A: Has our material been all right ? B: I ' m afraid not . A: Maybe you should order a little better quality B: Yes, we might have to do that . A:我们的原材料没问题吧? B:有问题呢。 A:也许您应该买品质好一点的 B:是呀 , 恐怕只有这么做了。 (8) A: I think you had better come out to the factory . B: Is there something wrong . A: Yes ,your last shipment wasn ' t up to par . B: Let ' s go out and have a look at it . A:我看你最好走一趟工厂 , B:出了什么事吗。 A:嗯 , 你上次送去的货没有达到标准。 B:走 , 我们去看看? (9) A: I want you to look at this material . B: Is this from our last shipment ? A: Yes ,it is . B: I can see why you are having some problems with it . A:我要你看看这材料! B:这是上次叫的货吗? A:是啊。 B:我明白为什么你用起来会有问题了。 (10) A: I would suggest that you use this material instead of that . B: But that costs more . A: But you will get less waste from this . B: We ' ll try it once . A:我建议你改用这种替代那种。 B:可是那样成本较高。 A:但可以减少浪费。 B:那么就试一次看看吧。 相关推荐 : #0000ff>展会常用英语口语荟萃 #0000ff>参加展销会英语口语对话实例 #0000ff>展会商务英语热门话题 #0000ff>会展英语词汇累积:纺织品材料英语 编辑推荐 : #0000ff>职场必备的英语知识 #0000ff>身在职场 , 如何应对职场中的一切 #0000ff>面试过程中绝对用得到的面试英语 #0000ff>展会英语 : 展会接待英语口语 更多信息进入 : #0000ff>实用英语考试交流空间 #0000ff>实用英语考试辅导 ! 100Test 下载频道开通

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