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https://www.100test.com/kao_ti2020/645/2021_2022__E5_95_86_E5_8A_A1_E8_B0_88_E5_c96_645933.htm 这些商务谈判对话英语实例你知道吗？以下是百考试题#0000ff>实用英语站小编搜集整理的商务谈判对话英语实例集，希望对你有帮助！

#0000ff>商务谈判对话英语实例汇总 2010年8月4日 上午11时50分24秒 Robert说明Pacer在行销与技术上的基础后，终于取信了Mark, 也为此谈判迈开成功的第一步。在谈判佣金鱼合约期限这类议题之前，Robert想先确定一些条件，包括独家代理权与Botany Bay所能提供的协助。你知道Robert运用了哪些技巧，才不会让Mark以此作条件来威胁Pacer让步？我们看看Robert怎么说：

M: Mr. Liu, what kinds of sales do you think you could get? R: Well, to begin with, we have to insist on sole agency in Taiwan. We believe we could spike (激增) sales by 30% to 40% in the first year. But certain conditions would have to be met.

M: What kinds of conditions? R: We need your full technical and marketing support. M: Could you explain what you mean by that? R: We like you to give training to our technical staff. we also like you to pay a fee for after-sales service. M: Its no problem with the training. As for service support, we usually pay a yearly fee, pegged to (根据) total sales. R: Sounds OK, if we can come to terms (达成协议) on how much is fair. As for marketing support, we would like you to assume 50% of all costs. M: We prefer 40%. Many customers learn about our products through international magazines, trade shows, and so on. We pick up the tab (付款) for

that, but you get the sales in Taiwan. R: Well think about it, and talk more tomorrow. M: Fine. Wed like you to tell us about your marketing plans. 相关推荐：[#0000ff>英文求职简历荟萃](#)
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