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#0000ff>商务谈判对话英语实例汇总 Botany Bay是家生产高科技医疗用品的公司。其产品“病例磁盘”可储存个人病例；资料取用方便，真是达到“一盘在手，妙用无穷”的目的。此产品可广泛使用于医院、养老院、学校等。因此Pacer有意争取该产品软硬件设备的代理权。以下就是Robert与Botany Bay的代表，Mark Davis，首度会面的情形：M: Mr. Liu, total sales on the Medic-Disk were U.S.\$ 100,000 last year, through our agent in Hong Kong. R: Our research shows most of your sales, are made in the Taipei area. Your agent has only been able to target the Taipei market（把……作为目标市场）。M: True, but we are happy with the sales. It's a new product. How could you do better? R: We're already well-established in the medical products business. The Medic-Disk would be a good addition to our product range. M: Can you tell me what your sales have been like in past years? R: In the past three years, our unit sales have gone up by 350 percent. profits have gone up almost 400 percent. M: What kind of distribution capabilities（分销能力）do you have? R: We have salespeople in four major areas around the island, selling directly to customers. M: What about your sales? R: In terms of unit sales, 55 percent are still from the Taipei area. The rest comes from the Kaohsiung, Taichung,

and Tainan areas. Thats a great deal of untapped market potential (未开发的市场潜力), Mr. Davis. 相关推荐：[#0000ff>英文求职简历荟萃](#) [#0000ff>商务谈判的成功秘诀](#) [#0000ff>实用英语：谈判英语必备30句](#) [#0000ff>职场：商务谈判中如何回避明确答复\(图\)](#) [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](#) [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，各类考试题目直接下载。详细请访问 \[www.100test.com\]\(http://www.100test.com\)](#)