

商务谈判对话英语实例（6）PDF转换可能丢失图片或格式，  
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#0000ff>商务谈判对话英语实例汇总 2001年11月19日 上午11时57分26秒 行至此处，谈判都还算是和谐的气氛下进行，双方各自寻求获利的方案。但针对技术转移这一项，Robert所提的保证和要求能否消弭Kevin心中的顾虑，而今此谈判终露曙光呢？以下对话即为您揭晓：

K: If we transferred our technical and research expertise (技术与研究的专业知识), what would stop you from making the same product? R: We'd be willing to sign a commitment. We'll put it in writing (书面保证) that we won't copycat (仿冒) the Sports Cast within five years after ending our contract. K: Sounds O.K., if it's for any "similar" product. That would give us better protection. But we'd have to insist on a ten-year limit. R: Fine. We have no intention of becoming your competitor. K: Great. Then let's settle the details of the transfer agreement. R: We'll need you to send over some key personnel to help us purchase the equipment and train our technical people. How long do you anticipate that will take? K: A week to put the team together, three weeks to train your people. If so, when do you estimate starting production? R: Our first production run (一批的生产) should be one week after our team finishes its training. But I'd like your team to stay a full week after that, to handle any kitches that

pop up ( 处理突发的事件 ) . 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)