

商务谈判对话英语实例（5）PDF转换可能丢失图片或格式，
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https://www.100test.com/kao_ti2020/645/2021_2022__E5_95_86_E5_8A_A1_E8_B0_88_E5_c96_645936.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 Robert在前面的谈判最后提出签约十年的要求，Kevin会不会答应呢？如果答案是否决的话，Robert又有何打算？他一心为公司的利益打算，极力争取技术转移地协定，而对方会甘心出让此项比金钱更珍贵的资产吗？请看以下分解：

K: We cant sign any commitment for ten years. But if your production quality is good after the first year, we could extend the contract and increase our yearly purchase. R: That sounds reasonable. But could you shed some light on (透露) the size of your orders? K: If we are happy with your quality, we might increase our purchase to 100,000 a year, for a two-year period. R: Excuse me, Mr. Hughes, but it seems to me were giving up too much in this case. Wed be giving up the five-year guarantee for increased yearly sales. K: Mr. Liu, youve got to give up something to get something. R: If youre asking us to take such a large gamble (冒险) for just two years sales, Im sorry, but youre not in our ballpark (接受的范围). K: What would it take to keep Pacer interested? R: A three-year guarantee, not two. And a quality inspection (质量检查) tour after one year is fine, but wed like some of our personnel on the team. K: Acceptable. Anything else? R: Wed be making huge capital outlay (资本支出) for the production process, so wed like

to set up a technology transfer agreement, to help us get off the ground (取得初步进步). 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