

商务谈判对话英语实例（4）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 今天Robert的办公室出现了一个生面孔——Kevin Hughes，此人代表美国一家运动产品公司，专程来台湾寻找加工。接洽的加工产品是运动型“磁质石膏护垫”，受伤的运动员包上这种产品上场比赛，即可保护受伤部位，且不妨碍活动。现在，我们就来看看两人的会议现况：

R: We found your proposal quite interesting, Mr. Hughes. We'd like to weigh the pros and cons ( 衡量得失 ) with you.

K: Mr. Robert Liu, we've looked all over Asia for a manufacturer. Your company is one of the most suitable.

R: If we can settle a number of basic questions, I'm confident in saying that we are the most suitable for your needs.

K: I hope so. And what might be the basic questions you have?

R: First, do you intend to take a position in ( 投资于..... ) our company?

K: No, we don't, Mr. Liu. This is just OEM.

R: I see. Then, the most important thing is the size of your orders. We'll have to invest a great deal of money in the new production process.

K: If you can guarantee continuing quality, we can sign a commitment for 75,000 pieces a year, for five years.

R: At U.S. \$1000 a piece, we'll make an average return of just 4%. That's too great a financial burden for us.

K: I'll check the number later, but what do you propose?

R: Here's how you can demonstrate

commitment to this deal. Make it ten years, increase the unit price, and provide technology transfer. 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 \[www.100test.com\]\(http://www.100test.com\)](#)