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https://www.100test.com/kao_ti2020/645/2021_2022__E5_95_86_E5_8A_A1_E8_B0_88_E5_c96_645939.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回公司呈报Dan的提案后，老板很满意对方的采购计划.但在折扣方面则希望Robert能继续维持强硬的态度，尽量探出对方的底线。就在这七上七下的价格翘翘板上，双方是否能找到彼此地平衡点呢？请看下面分解: R: Even with volume sales, our coats for the Exec-U-Ciser won ' t go down much. D: Just what are you proposing? R: We could take a cut (降低) on the price. But 25% would slash our profit margin (毛利率) .We suggest a compromise——10%. D: That ' s a big change from 25! 10 is beyond my negotiating limit. (pause) Any other ideas? R: I don ' t think I can change it right now. Why don ' t we talk again tomorrow? D: Sure. I must talk to my office anyway. I hope we can find some common ground (共同信念) on this. NEXT DAY D: Robert, I ' ve been instructed to reject the numbers you proposed. but we can try to come up with some thing else. R: I hope so, Dan. My instructions are to negotiate hard on this deal——but I ' m try very hard to reach some middle ground (互相妥协) . D: I understand. We propose a structured deal (阶段式和约) . For the first six months, we get a discount of 20%, and the next six months we get 15%. R: Dan, I can ' t bring those numbers back to my office

——they ' ll turn it down flat (打回票) . D: Then you ' ll have to think of something better, Robert. 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