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https://www.100test.com/kao_ti2020/645/2021_2022__E5_95_86_E5_8A_A1_E8_B0_88_E5_c96_645940.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 Dan Smith是一位美国的健身用品经销商，此次是Robert Liu第一回与他交手。就在短短几分钟的交谈中，Robert Liu既感到这位大汉粗犷的外表，藏有狡兔的心思——他肯定是沙场老将，自己绝不可掉以轻心。双方第一回过招如下：D: I ' d like to get the ball rolling (开始) by talking about prices. R: Shoot. (洗耳恭听) I ' d be happy to answer any questions you may have. D: Your products are very good. But I ' m a little worried about the prices you ' re asking. R: You think we about be asking for more?(laughs) D: (chuckles莞尔) That ' s not exactly what I had in mind. I know your research costs are high, but what I ' d like is a 25% discount. R: That seems to be a little high, Mr. Smith. I don ' t know how we can make a profit with those numbers. D: Please, Robert, call me Dan. (pause) Well, if we promise future business——volume sales (大笔交易) ——that will slash your costs (大量减低成本) for making the Exec-U-ciser, right? R: Yes, but it ' s hard to see how you can place such large orders. How could you turn over (销罄) so many? (pause) We ' d need a guarantee of future business, not just a promise. D: We said we wanted 1000 pieces over a six-month period. What if we place orders for twelve months, with a guarantee?

R: If you can guarantee that on paper, I think we can discuss this further. 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