

2011年国际商务师考试英语辅导：报价用语篇 PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/646/2021\\_2022\\_2011\\_E5\\_B9\\_B4\\_E5\\_9B\\_BD\\_c29\\_646445.htm](https://www.100test.com/kao_ti2020/646/2021_2022_2011_E5_B9_B4_E5_9B_BD_c29_646445.htm) (1) a: we can offer you this in

different levels of quality. b: is there much of a difference in price? a: yes, the economy model is about 30% less. b: we ' ll take that one . a:

这款产品我们有三种不同等级的品质。 b:价钱也有很大的分别吧? a:是的，经济型的大约便宜30%。 b:我们就买那种。(2)

a: is this going to satisfy your requirements? b: actually, it is more than we need . a: we can give you a little cheaper model . b: let me see

the specifications for that . a:这种的合你的要求吗? b:事实上，已超出我们所需要的。 a:我们可以提供你便宜一点的型式。

b:让我看看它的规格说明书吧。(3) a: you ' re asking too much for this part . b: we have some cheaper ones . a: what is the price

difference? b: the basic model will cost about 10% less . a:这零件你们要价太高了。 b:我们有便宜一点的。 a:价钱差多少? b:基本型的便宜约10%左右。(4) a: how many different models of this

do you offer? b: we have five different ones . a: is there much of a price difference . b: yes, so we had better look over your

specifications. a:这个你们有多少种不同的型式。 b:五种 a:价钱有很大的差别吗? b:是的，所以我们最好先把您的规格说明

细看一遍。(5) a: the last order didn ' t work out too well for us . b: what was wrong? a: we were developing too much waste . b: i suggest

you go up to our next higher price level. a:上回订的货用起来不怎么顺。 b:有什么问题吗? a:生产出来的废品太多了。 b:我建议

您采用我们价格再高一级的货。(6) a: did the material work

out well for you ? b: not really . a: what was wrong? b: we felt that the price was too high for the quality . a:那些材料进行的顺利吗？ b:不怎么样。 a:怎么啦？ b:我们觉得以这样的品质价钱太高了。 (7) a: has our material been all right ? b: i ' m afraid not . a: maybe you should order a little better quality . b: yes, we might have to do that . a:我们的原材料没问题吧？ b:有问题呢。 a:也许您应该买品质好一点的 b:是呀，恐怕只有这么做了。 (8) a: i think you had better come out to the factory . b: is there something wrong . a: yes ,your last shipment wasn ' t up to par . 相关推荐：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)