

商务谈判实例(六) PDF转换可能丢失图片或格式，建议阅读原文

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至此处，谈判都还算是和谐的气氛下进行，双方各自寻求获利的方案。但针对技术转移这一项，Robert所提的保证和要求能否消弭Kevin心中的顾虑，而今此谈判终露曙光呢？以下对话即为您揭晓：

K: If we transferred our technical and research expertise (技术与研究的专业知识), what would stop you from making the same product? R: We ' d be willing to sign a commitment. We ' ll put it in writing (书面保证) that we won ' t copycat (仿冒) the Sports Cast within five years after ending our contract. K: Sounds O.K., if it ' s for any "similar" product. That would give us better protection. But we ' d have to insist on a ten year limit. R: Fine. We have no intention of becoming your competitor. K: Great. Then let ' s settle the details of the transfer agreement. R: We ' ll need you to send over some key personnel to help us purchase the equipment and train our technical people. How long do you anticipate that will take? K: A week to put the team together, three weeks to train your people. If so, when do you estimate starting production? R: Our first production run (一批的生产) should be one week after our team finishes its training. But I ' d like your team to stay a full week after that, to handle any kitches that pop up (处理突发的事件). K: Can do. Everything seems to be set, Robert. I ' ll bring in a sample contract tomorrow. If you like, we can sign it then. 相关推荐：#0000ff>商务谈判实例(五)

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