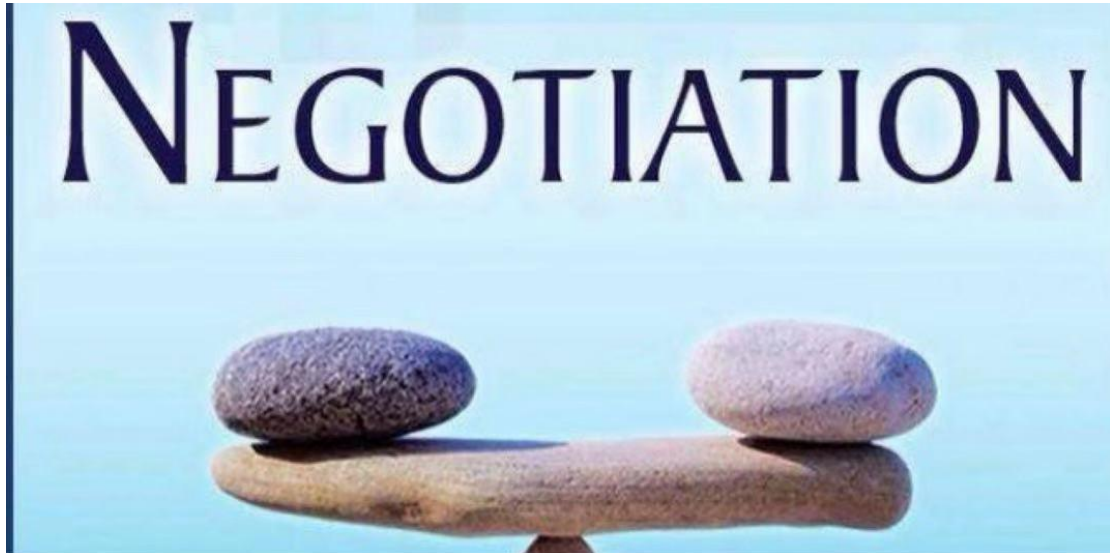




议价



议价

Lester:

Jim, I just received your price offer for the production of our new sound cards. Jim, 我刚收到你对我们新的音效卡的报价。

Jim:

Great. What do you think? 太棒了，你觉得如何？

Lester:

I'm afraid it's higher than we expected. 比我们预期的还要高。

Jim:

Really? We think the offer is very fair/reasonable since it calls for a brand-new board. 是吗？我们认为报价是很公道的，因为它需要一个全新的面板。

Lester:

I see your point, but I thought the large orders would make up/compensate for that. 我知道你的意思。但是我以为大批的订单可以弥补这些。(get to the point. 讲重点; make it up to sb 弥补某人; make up for 弥补某事)

Jim:

Yes, and we agreed to that. But we were talking about 50,000 pieces then. And now you're asking me to quote for an order of only 10,000 pieces. 我们同意了。(agree to 同意某事; agree with 同意某人) 我们当时讲的是 50000 组件，现在你跟我要的报价是只有 10000 组的。

Lester:



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So what you' re saying is, if we can increase the order to 50,000 pieces, you' ll pay for the mold? 你所说的是如果把数量加到 50000 组的话, 你会为这个模板付钱吗? (So what you' re saying is 用于表示再一次确定)

Jim:

That' s correct. 对的。

Lester:

Could we place the delivery order in more than one shipment, say, over a period of six months? 运送的订单可不可以分批运送? 举例来说, 6 个月期间分开运送?

Jim:

Well, if you sign a confirmed purchase order for the entire amount, um, I think we could agree to that. 如果你签了一个整体数量确定的订购单的话, 嗯...我想我们同意这样做。

Lester:

Great! I think we are in business. 太好了! 我相信我们可以开始做生意了。



知识点阐释:

1.

offer (n) 報價

They made me an offer I couldn't refuse.

他们提出了一个使我不好拒绝的报价。

The original price was £3 000, but I'm open to offers (= willing to consider offers that are less than that).

原价为 3 000 英镑, 但价钱还可以商量。

2.

quote (n&vt) 報價

They quoted us £300 for installing a shower unit.

他们向我们开价 300 英镑安装淋浴设备。

Their quote for the job was way too high.

他们给这项工作开价太高了。

3.

call for sth 需要

The situation calls for prompt action.

目前的形势需要立即采取行动。

'I've been promoted.' 'This calls for a celebration!'

“我升职了。”“那得庆祝一下!”



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4.

make up for sth 彌補某事

= compensate for sth

After all the delays, we were anxious to make up for lost time.

耽擱了這麼久，我們急着想彌補失去的時間。

Her enthusiasm makes up for her lack of experience.

她的熱情彌補了她經驗的不足。

