

Useful Terms and Sentences 过关秘笈



秘笈一 专业术语

get off the ground	取得初步进步
huge capital outlay	巨大的资本支出
appraisal	评价, 估价
untapped market potential	未开发的市场潜力
distribution capabilities	分销能力
quality inspection	质量检查
in our ballpark	在接受的范围内
full technical and marketing support	完整的技术和营销支持
keen competition	竞争激烈
efficient service	有效的服务
feature-rich	功能多样
give training to	对……进行培训
after-sales service	售后服务
suppliers in South Korea and Japan	在韩国和日本的供应商
be assured of	确信
free repair	免费维修
preparing stage of a business negotiation	谈判准备阶段
starting stage of a business negotiation	谈判开局阶段
middle stage of a business negotiation	谈判磋商阶段
conclusion stage of a business negotiation	谈判成交阶段
summary stage of a business negotiation	谈判总结阶段
technology transfer agreement	技术转让协议
sign an agreement	签署协议
medical products business	医疗产品业务
profit margin	利幅, 利润率



秘笈二 常用句式

合同流程常用句式

1. Your products are very good. But I am a little worried about the prices you are asking.
你们的产品质量很好。但是，贵方所提价格我不太满意。
2. You think we are asking for more?
贵方认为我方要价太高？
3. What if we place orders for twelve months, with a guarantee?
如果我方下 12 个月的订单，有保证吗？
4. Discount would slash our profit margin.
折扣会大幅削减我方利润率。
5. We suggest a compromise.
我们可以折中一下。
6. I hope this meeting is productive.
我希望这是一次富有成效的会谈。
7. I hope we can find some common ground on this.
希望我们明天可以达成一致。
8. It's hard to reach some middle ground.
与贵方达成一致较为困难。
9. Let me run through this again: the first shipment for 1,500 units, to be delivered in 27 days.
我们再确认一下，第一批船运 1 500 件，过 27 天发货。
10. We couldn't handle much larger shipments.
我们没有那么大的载货量。
11. Before signing I want to read it again.
签约之前我想再看过一遍。
12. Let's iron out the remaining details. When do you want us to take delivery?
我们解决一下余下的具体事宜，贵方希望我方何时发货？
13. We'd like you to execute the first order by the 31st.
我方希望贵方在 31 号前履行第一份订单。