

ORAL EXAM APRIL 1998
INTERPRETING B

(Mr. Green: a marketing manager of a UK company

Mr. Wang: a sales manager of a Chinese company

They had a negotiation the day before with regards to exporting Chinese white wine to the UK, but did not come to any agreement. This is their second round of talks. You have been asked to be their interpreter.)

G: Yesterday, you quoted us a tentative price of US\$4.00 per bottle for your white wine. We did not at the time fix on any quantities, although you did indicate to us that a large shipment in your major export markets would constitute no fewer than 1,000 cases.

W: 是這樣，我相信我們的產品在英國市場上會有很好的銷路。第一筆大的訂單將給貴公司帶來一個不尋常的市場。

G: We would be prepared to place with you an initial order for 2,000 cases. However, for such a substantial first order we would hope that you would offer us a more attractive price.

W: 第一批就訂 2000 箱確實很有吸引力。我們願意再給貴公司一定的優惠。請問閣下是否可提出一個供雙方討論的價格？

G: We would like to make you a counter offer of US\$ 3.5 per bottle for a total of US\$ 84,000 for 2,000 cases.

W: 我們很珍視同貴公司的生意往來，因為我們相信這也許是今后雙方長期貿易的開端。但是每瓶降低 50 美分我們實在無法接受。

G: What offer would you like to make for such a large shipment? I believe you will make us a special introductory offer.

W: 依照我們昨天四美元一瓶的報價，2000 箱的總價為 96,000 美元。我方準備再給貴公司 10% 的優惠，把總價降到 86,400 美元。如貴公司接受此價格，我們可以馬上發運這批貨。

G: We believe this to be an acceptable compromise, and would be prepared to sign a contract.