

<<机电行业英语>>

图书基本信息

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### 内容概要

刘清波和李丹峰主编的《机电行业英语》由八个单元组成，每个单元包括五个部分，即单元目标（Unit Objectives）、听与说（Let's Listen and Talk）、读与写（Let's Read and Write）、职场项目（Workplace Project）和职业沙龙（Career Salon）。书后附有练习答案、参考译文、听力会话和短文的文字材料及光盘。

本书以机电行业为背景，涉及的题材包括机电领域的职业前景、机电一体化技术概观、机电产品的开发设计、智能检测、安装与维护、市场调研、推广与销售以及世界著名企业家访谈录。

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Task 5 Pair work. Start a conversation , with your partner according to the situation : You work for a Chinese factory which exports washing machines to foreign companies. One potential client from America visits your factory and wants to place an order , and now you are negotiating with the client in terms of payment. Language tips : Payment by irrevocable L/C Do you accept D/A or D/P? We insist on UC. increase the cost of import pay a deposit bank charges in connection with the credit protection of the banker's guarantee Situation 4 Negotiating about the contract Sample dialogue 2

Mr. Yang : Now , we've finally come to a basic agreement on the problems that need to be worked out. Shall we make sure we've got them right one more time? Mr. Black : Okay. I think that's a good idea and will help clarify some important items that we may have overlooked. Mr. Yang : First of all , about the format of our sales contract , we always use copies prepared and printed by our own company. Will that be all right? Mr. Black : I guess so ( half jokingly ) . As long as you've got an English version , I have no objections. Mr. Yang : Yes , we do have that. And all the content is written both in Chinese and in English; therefore , in terms of law , they're equally valid. Mr. Black : Thanks. Let's use your own copies then. Mr. Yang : Now let's check the items in the sales contract. I'd like to repeat the price we have agreed on. The Unit price of Model BI-100 is US \$ 194 per set , C. I. F. New York. Is that right? Mr. Black : What about the specifications?

Mr. Yang : Specifications are listed in our catalogue. Would you accept such prices and confirm the above-mentioned terms? Mr. Black : Yes , I do. Now we've made it at last. I'm so glad that through long and hard negotiations , we managed to make a good deal. Let's congratulate ourselves for the successful contract. &hellip;&hellip;

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