



- Anna:** (*On the phone*) ...yes, we have plenty in stock. They're £4 per unit... Oh, well, they are good quality ones...
- Narrator:** Anna 联系的法国公司回电了。真希望他们能下订单。
- Anna:** ...laser technology isn't cheap... hmm, I see... Well, thanks for calling back... Bye.
- Paul:** Everything OK Anna?
- Anna:** Not really. One of the companies I cold called has rung back...
- Paul:** Good, good...
- Anna:** ...but they don't want to place an order. They say we're too expensive.
- Paul:** So you let them go? Didn't you negotiate with them?
- Anna:** Oh, was I meant to? I wasn't sure what to say.
- Tom:** Having trouble Anna? Don't worry, I'm sure I can help. Negotiating is my thing!
- Narrator:** "Negotiating is my thing"! 这么骄傲? 不过 Tom 当过年度最佳雪梨销售员, 所以他还是有点儿能耐的。
- Anna:** Are you sure Tom? Don't you want to negotiate your own deals?
- Tom:** I owe you one Anna after you saved my bacon with Mr Socrates the other night. And besides, you and me...
- Paul:** Come on you two. Get a move on. Europe is waiting for us! Custard cream?
- Tom:** Right. Now you need to call that French company back and ask them what kind of price they are willing to pay.
- Anna:** And then say that's fine?
- Tom:** No. Negotiate. Say "I don't think we can go that low."
- Anna:** "I don't think we can go that low."
- Tom:** If they want a bigger discount, tell them they would have to buy more stock.
- Anna:** More stock, bigger discount.

**Tom:** And if you still can't agree a price tell them "I'll meet you half way."

**Anna:** Meet half way?! That means going to Paris.

**Tom:** No! Half way on the price. That line always works for me. I sold a load of plastic pears that way once.

**Anna:** So that's "I'll meet you half way". Thanks Tom. I'm really impressed. You... you...

**Tom:** Do you?!

**Anna:** What? I was going to say, you really do know your stuff – despite what other people say.

**Tom:** Uh?

**Anna:** Right, I'm off to make that call right now.

**Narrator:** 祝你好运 Anna, Tom 表现真不错! 他的建议还挺有用的, 不过能行吗? 让我们再听听 Tom 的建议。

*What kind of price are you willing to pay?  
I don't think we can go that low.  
If you buy more stock I can offer you a bigger discount.  
I'll meet you half way.*

**Narrator:** 不知道 Anna 那边怎样了...

**Anna:** Success! They've agreed to buy 5,000 Imperial Lemons.

**Tom:** Brilliant. I knew you would be great. Did those killer lines of mine work?

**Anna:** Sort of – but when I said what price were they looking to pay, they said the full price as long as I send them the contract today so I had better get an envelope and post it as soon as I can.

**Tom:** Oh great.

**Anna:** Tom... Tom...can you come over here to the stationery cupboard and get an envelope from the top shelf for me?

**Tom:** Suppose so... (*Door slams shut*)...oh!

**Anna:** Oh Tom, why did you do that? It won't open... it's locked... help, help!

**Tom:** Help!

**Narrator:** Uh Oh. 这可有意思了, Anna 和 Tom 被反锁在文具柜里了, 他们该怎么解释呢? 我们下期节目继续。Bye!

- **Listening Challenge 听力挑战**

法国的公司同意从 Tip Top Trading 购买什么商品?  
答案: 5000 个皇家柠檬。