

**About this script**

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**关于台词的备注:**

请注意这不是广播节目的逐字稿件。本文稿可能没有体现录制、编辑过程中对节目做出的改变。

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**Quote and Offer 报价和开价**

**Tracy:** Hello, I'm Tracy and you're listening to Question and Answer of the Week from BBC Learning English. With me today is Jean.

**Jean:** 大家好。在我们的《你问我答》节目中，我们为大家解答有关英语学习方面的各种问题。

**Tracy:** Yes we do, and this week's question is from Peter in Beijing. He wanted to know the difference between the words offer and quote.

**Jean:** Ah, this question is about the cost of something.

**Tracy:** Yes it is and I think the best way to answer this is to listen to some examples.

**Jean:** Yes, I agree. So let's listen to these people talking. 下面说话的这位女士家里的淋浴头坏了，要请水管工来修。Plumber 水管工。Shower 淋浴头，或者淋浴。

**Insert**

*A: So can you help me?*

*B: Yes but it's going to be a big job. You have a lot of water damage and need a whole new shower unit.*

*A: Ok, can you put together a quote?*

*B: Sure, just give me a second.*

*A: So, how much?*

*B: Well, with parts and labour it comes to £347.46.*

*A: Wow, that is expensive. But you do come recommended, so go ahead.*

**Jean:** Oh, 我都有点替这位女士心疼了，光修一个淋浴头要花这么多钱吗。

**Tracy:** It did seem quite expensive didn't it?

**Jean:** Yes. Now, instead of asking the plumber how much it would cost, she asked something else, didn't she?

**Tracy:** She did, she said:

**Insert**

*Can you put together a quote?*

- Jean:** A quote. 就是在决定付钱之前请对方出的一个报价。
- Tracy:** Exactly. A quote is the price a person says they will charge to do a piece of work.
- Jean:** 我们也可以把 quote 这个词当作一个动词来使用。For example: The plumber quoted a price of £347.46.
- Tracy:** That's correct Jean.
- Jean:** Thank you Tracy. Just one more question before we move on. Is an estimate similar to a quote?
- Tracy:** It is similar but when someone gives you an estimate it is roughly how much they think a piece of work will cost. It could end up costing more or less than the original estimate.
- Jean:** And when someone gives a quote it is usually a fixed cost for the piece of work.
- Tracy:** Yes, usually you talk about an estimate as an approximate cost.
- Jean:** An estimate is an approximate cost 就是一个估算出来的价格。
- Tracy:** And a quote is a fixed cost.
- Jean:** A quote is a fixed cost. 而报价相对是一个更确切的价格。
- Tracy:** Now listen to the next clip.
- Jean:** The woman's washing machine has now broken and she is trying to buy a new one. Washing machine 就是洗衣机。

### Insert

- A: I really like this model but it is very expensive.*  
*B: Well, it's been on display so I could negotiate on the price.*  
*A: Great, let me make you an offer.*  
*B: Ok, but remember the list price is £195.*  
*A: Well, how about £150?*  
*B: I think I can do that.*  
*A: Sold.*

**Jean:** 这位女士的淋浴和洗衣机同时都坏了，真是不走运，不过起码她和修理工协商了一个好价钱。

**Tracy:** I agree. Let's hear how she used the word offer. She said:

### Insert

*Let me make you an offer.*

**Tracy:** So, to make someone an offer.

**Jean:** To make someone an offer 就是给对方一个特别优惠价。

- Tracy:** Yes, making someone an offer is giving someone a price that you would like to pay for something.
- Jean:** 好，那么今天的节目时间也快到了。We are happy to offer our services 我们也很高兴为大家解答在英语学习当中碰到的各种问题。
- Tracy:** So keep listening to Question and Answer of the Week for more English language advice.
- Jean:** 如果你在学习中遇到问题请随时给我们发邮件我们的邮箱是：  
[questions.chinaelt@bbc.co.uk](mailto:questions.chinaelt@bbc.co.uk).
- Tracy:** And don't forget to visit our website [www.bbcchina.com.cn](http://www.bbcchina.com.cn) where you can listen to other Question and Answer of the Week programmes. Until next time, bye.
- Jean:** Bye!