

A,B,C represented Sumsung,while D,E,Frepresent Apple

A:张昊 B: 司佳琪 C: 杨凌山 D: 李可 E: 金晓芙 F: 黄祖莹

(This is a negotiation between Sumsung and Apple.As we all know,the two firms have great influences in the world.Their productions are widely-used in most countries.But they have many conflicts demonstrated in many aspects.Now let this talk begin.)

A:Hello everyone! I'm glad to see from the Uinted States of America guests style today.I'm the general manager of Sumsung Corp,and also the leader of our team.Large enterprises demeanor is so much different!

D: Thank you.I'm the general manager of Apple Inc.And it's my pleasure to see the team of Sumsung.Now let us get to know each other.(Point to E)She is our manager of the Patent Department,and (Point to F)she is our manager of the Project Department.

A:And he(Point to B) is the leader of the Patent Department,who is the youngest manager in our firm. Then he(Point to C)is our manager of the Sales Department.

(Shake hands with each other)

B:So...Not wasting your precious time,let's talk about the main topic.As we all know,your Apple had accused us Sumsung for the reason that we had infringed your patent of smart mobilephone.Besides,your company had submitted applications to the local court to forbid our selling of the Galaxy Tab 10.1 and so on.We have set private negotiations for many times but produced little effect.This time we will talk about the compensate.I believe that both of us hope for a good ending.

E:Yes.We have enough evidence to prove this.We Apple also hope that we Apple and Sumsung can cooperate with each other well,but...ok,we think that Sumsung's payment for compensate isn't enough.It's too little.What your company had done created a big influence to our company.

C:Well,what you have done also hurt us.Last month the Australia government forbad our production selling,and our sales volume in America has decreased a lot.

A:ok ok,both of us have suffered from it.So let's take some practical actions to solve the problem.We can raise up the payment by one hundred millon.What do you think about it?

(Discuss for a while) D:Well...We think it's still not enough.According to the international usage,the compensate you offered is too little.We believe that you should at least give us 28 hundred million as compensate.

C:International usage? I suppose that you didn't think over what you had done and your company's expenses on projects and patents.What you have done also violate the international usage,haven't you?So I think zhe amount that we mentioned just now is logical.

F:Our project expenses are not what you think about.And the dollar depreciation also brought us a sharp decrease around the world.

B:Sorry I forgot it. We have thought over the dollar depreciation.So what you said make no sense.

D:So how much on earth you think is proper?If it is less than 25 hundred million,we will stop this negotiation at once.

A:Ok!We can accept this digital.Go through!