

Negotiation

(1) Vocabulary

Associate -

Legal Adviser -

Flight over -

Get back -

Get down -

Come up -

Win-win Result -

Exploratory Talk -

Board Approval –

Loan –

(2) Conversation

LIN: Hello, Lin Chan, Sales Manager for National Sugar - and **my associate** John Martin.

VICTOR: Very pleased to meet you both. I'm Victor Tang, and this is my **legal adviser** Sue Panay.

JOHN: I hope you had a pleasant **flight over**.

SUE: Yes, we did thanks.

JOHN: Are you staying for a few days?

VICTOR: Unfortunately we need to **get back** to Manila tomorrow.

- LIN: Well, we'd better **get down** to business.
Mr Tang, to start off with, I just want to say we believe we can offer you a very good deal and **come up** with a **win-win result**.
- VICTOR: Well, from our point of view, we see it as an **exploratory talk** - testing the water you might say.
- SUE: We don't intend to reach any agreements at this meeting - in any case we would need to run it past our board first.
- JOHN: You haven't heard our terms yet - you may find them hard to resist!
(Victor and Sue exchange a raised eyebrow)
- LIN: Of course we understand you need time to consider any offer.
My first priority is to keep the negotiations open.
- VICTOR: What's your proposal Ms Chan?
- LIN: We're prepared to offer a very attractive price for a minimum sale, in exchange for a two-year contract. John will clarify the terms.

(3) Activity 1

Word Booster

- **Break Through**

To be successful after overcoming a difficulty

We were able to break through in our efforts to find a solution to the problem.

- **Come back with an offer**

To return to negotiations with a new offer.

We came back with a new offer and the negotiations continued smoothly.

- **Come down in price**

To lower the price of one's product.

We decided to come down in price and try and sell our products quickly.

(4) Activity 2

Roleplay

Present your product or services, follow the dialogue pattern and use the idioms in the word booster.