



Setting conditions

条件を設定する

OBJECTIVES

To refer to a previous conversation
以前の話に言及する

To set a condition
条件を設定する

To raise your offer
提示額を高くさせる

EXERCISE 1

Role-play : Teacher » Lisa / Student » Pete (Switch roles after you read the dialogue)
役割 (講師 » Lisa / 生徒 » Pete) にあわせて文章を読みましょう! ダイアログを読んだ後は役割を交代しましょう。

Pete Hello, Ms. Davies. Thanks for meeting with me.
Have you made a decision about the painting job for your bakery?

Lisa Yes. **As I mentioned the other day, I think the price you quoted is quite reasonable.**
I would like to give your company the job.
I can pay you the deposit today as long as you promise to finish the work by July 1.

Pete Thank you, Ms. Davies, but that's only two weeks away.
We're very busy this time of year.
I'm sorry, but I don't think we can do it in June.

Lisa **Could you finish it this month for an additional ten percent?**
I'd give a free pie to each painter, too.

Pete That's a really good offer, Ms. Davies!
OK, I'll check with my partner again to see if we can complete the job sooner.

Lisa Thanks, Pete. I appreciate that.

EXERCISE 2 Fill in the blanks and read the dialogue.
空欄を埋めて、ダイアログを読みましょう!

Pete Hello, Ms. Davies. Thanks for meeting with me.
Have you _____ about the painting job for your bakery?

.....

Lisa Yes. As I mentioned _____, I think the price you quoted is _____ reasonable.
I would like to give your company the job.
I can pay you the deposit today _____ you promise to finish the work by July 1.

.....

Pete Thank you, Ms. Davies, but that's only two weeks _____.
We're very busy this time of year.
I'm sorry, but I don't think we can do it in June.

.....

Lisa Could you finish it this month for an _____ ten percent?
I'd give a free pie to _____ painter, too.

.....

Pete That's a really good offer, Ms. Davies!
OK, I'll _____ my partner again to see if we can _____ the job sooner.

.....

Lisa Thanks, Pete. I _____ that.

FOLLOW UP QUESTIONS | 関連情報

Question 1

» What does Ms. Davies want Pete's company to do?

Answer 1

- a. Review some estimated figures
- b. Deliver some paint supplies
- c. Send her a revised contract
- d. Complete a job this month

Question 2

» What does Ms. Davies offer to do?

Answer 2

- a. Review a new agenda for a project
- b. Take Pete out for dinner tomorrow
- c. Pay more money for some work
- d. Confirm some details by e-mail

EXERCISE 3

Practice speaking using the following scenarios.
それぞれの状況に沿って、スピーキングを練習しましょう!

Talk 1

You are the manager of a well-known musician.
The host of a talk show (your teacher) would like to interview this musician on his program either this month or next month.
You have already explained that the musician is too busy this month.
Call the host and refer to your earlier conversation.
Suggest that next month might be possible.

Talk 2

You are planning to move your company to a new office.
A salesperson for a moving company (your teacher) has given you a very reasonable estimate for the work. Tell the salesperson you agree to the amount, but the move must be finished by next Sunday.

Talk 3

You are a company president. You want your regional sales manager (your teacher) to accept a transfer to the Miami office. He is not sure he wants to work there.
Try to persuade him by making extra offers, such as a raise, a company car, and membership to the Miami Country Club.

WORDS & PHRASES | 単・熟語表現の紹介

» quote a price / 価格を見積もる » reasonable / 妥当な » deposit / 前金 » as long as ~ / ~するのであれば
» additional / 追加の » check with ~ / ~に確認する » complete / 完了する » appreciate / 感謝する

HOMework

Writing 1

Your office desk is too small and your chair is uncomfortable.
You talked to your supervisor, Ken Jarvis, about this last week.
Write an e-mail to Ken and ask him for permission to order new office furniture.
Refer to your earlier conversation with him.

Writing 2

You work at the reception desk of a hotel. A friend, Sandy Tyler, would like you to take her Saturday shift so that she can see a baseball game with friends. Saturday is usually your day off. Write an e-mail to her and tell her you will take her shift, but you'd like her to work for you next Friday night in return.