

Making counteroffers and bargaining

対案を出して値引き交渉する

OBJECTIVES

To propose an offer
提案をする

To express a hope
希望を述べる

To make a condition
条件を定める

EXERCISE 1

Role-play : Teacher » Hank / Student » Phil (Switch roles after you read the dialogue)
役割 (講師 » Hank / 生徒 » Phil) 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。

Phil Hi Mr. Jenson. I'm Phil Dunne. Thanks for meeting with me today.

Hank It's good to meet you, and thanks for coming by.
The delivery truck you're interested in is parked out front.
Did you have a chance to look at it?

Phil I did, and it's exactly what my company is looking for.
I'd like to offer you \$4,000 for it.

Hank Well, someone made me a higher offer by e-mail about a half hour ago.
What's more, I was hoping to get at least \$5,500 for it.

Phil That's a bit too steep for us, but I'd be willing to go as high as \$4,600.
That's my final offer, though.
Of course I'd have to take it for a test drive before I pay for it.

Hank Of course. I tell you what, if you take it off my hands today,
then it's yours for \$4,600. Here are the keys.

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!

Phil Hi Mr. Jepson. I'm Phil Dunne. Thanks for _____ with me today.

Hank It's good to meet you, and thanks for _____ by.
The delivery truck you're _____ is parked _____.
Did you have _____ look at it?

Phil I did, and it's _____ what my company is looking for.
I'd like to _____ you \$4,000 for it.

Hank Well, someone made me a higher _____ by e-mail about a half hour ago.
_____, I was hoping to get at least \$5,500 for it.

Phil That's _____ steep for us, but I'd be willing to go _____ \$4,600.
That's my final offer, _____.
Of course I'd have to take it for a test drive before I pay for it.

Hank Of course. I tell you _____, if you take it off my _____ today,
then it's yours for \$4,600. Here are the keys.

FOLLOW UP QUESTIONS | 関連情報

Question 1

» Why did Phil meet with Hank?

Answer 1

- a. He wants to introduce a service.
- b. He wants to buy a vehicle.
- c. He wants some packages delivered.
- d. He wants to rent a moving truck.

Question 2

» What does Hank tell Phil?

Answer 2

- a. He will not accept less than \$5,500.
- b. He paid \$4,600 for his automobile.
- c. He was offered more than \$4,000.
- d. He feels \$4,000 is a reasonable price.

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 in charge of buying fresh vegetables for the chef at the restaurant where you work. You are now at the market.
The greengrocer (your teacher) wants to charge you full prices, totaling \$237, for all the vegetables you want to buy. Consider the large number of vegetables you hope to purchase and propose a lower price.

Talk 2

You are in a meeting with an interior designer (your teacher), who tells you that the cost for redecorating your lobby will be around \$5,000. Tell him that you were hoping to pay less and will contact other interior designers to find out if another company can do the work for less money.

Talk 3

You want a printer (your teacher) to make 8,000 copies of a promotional poster as soon as possible.
The printer is very busy this week with other jobs and will not be able to print your posters until the day after tomorrow.
Consider the size of your job and ask the printer whether he can prioritize it over some of the others.

WORDS & PHRASES | 単・熟語表現の紹介

- » be interested in ~ / ~に関心を持っている » offer / オファーする、提案する » what's more / さらに重要なことには
 » hope to do (動詞原型) / ~することを願う » steep / 法外に高い » final offer / 最後のオファー、最終提示価格
 » test drive / 試運転をする » take ~ off one's hands / 誰かから~を引き取る

HOMEWORK

Writing 1

You want to buy an antique chair from Travis Teel, a local antique dealer. According to his web site, he would like 100 dollars for the chair.
Write an e-mail to him and offer him 80 dollars for it.

Writing 2

Write a note to Jessica, your colleague.
Tell her that you will buy her lunch if she shows you how to use the company's new accounting software.