

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!

Denise A _____ on our order isn't as much as I'd counted on.
Can't you do better than that?

Jeremy Well, I might be able to _____,
but I'd need you to order at least 2,000 more units. _____, Denise?

Denise Yes, as long as you make the payment period longer.
_____ with an order that size,
_____ the payment would be helpful.
We'd like to request an additional two weeks. How does that sound?

Jeremy I think we can agree to an 8% discount,
but the payment terms _____, I'm afraid.
My best offer is one more week.

Denise I think _____ to that.
OK, so we'll order 10,000 units of your floor tiles, 2,500 in each color.
You'll give us an 8% discount
and _____ five weeks of receipt of the goods.

Jeremy That sounds like a _____.

FOLLOW UP QUESTIONS | 関連情報

Question 1

» How large is the order?

Answer 1

- a. 2,000 units
- b. 2,500 units
- c. 10,000 units
- d. 12,000 units

Question 2

» What does Denise request?

Answer 2

- a. More colors
- b. Better materials
- c. Faster delivery
- d. More time to pay

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 represent a car manufacturer and you are negotiating with a parts supplier (your teacher). You have agreed on a price of \$55 per unit on part BT439, but you aren't happy with the proposed payment terms. The supplier wants payment within 45 days, but you want more time to pay. Request better terms.

Talk 2

You are a landlord and you are negotiating with someone (your teacher) who wants to rent an apartment from you. This person wants a discount on rent to \$1,200 per month (instead of \$1,300 per month), but you are only willing to offer a reduction if they rent for three years (instead of two) or move in next month (instead of the month after). Bargain with the person.

Talk 3

You run a small business and are negotiating with a potential new employee (your teacher). You think they would be a good match for the position and are willing to offer up to five more vacation days (currently 15 per year) to get them to join the company. However, the candidate is asking for a salary of \$55,000 and you can only afford to pay \$50,000. Bargain and indicate your bottom line.

WORDS & PHRASES | 単・熟語表現の紹介

» count on / 当てにする » sweeten the deal / 契約条件をよくする » units / ユニット、一式 » fair deal / 公正な取引
» payment period / 支払時期 » process / 処理する » consent to / 同意する、承諾する » receipt / 受け取ること

HOMEWORK

Writing 1

You run a dry cleaning business. One of your chemical suppliers, CleanRight, has higher prices than their competitors. They are reliable, though, and you would like to continue doing business with them. However, you must cut costs. Write an e-mail to Simon Hendricks, Clean Right's sale representative. Request better terms.

Writing 2

You have been negotiating with a painting company named Top Color. They have made a proposal to repaint your office for \$7,500. You want to pay less. Also, they want three days to complete the work and request payment within three weeks. You must have the work completed over a two-day weekend, and want at least one month to pay. Write an e-mail to Clarice Soong, president of Top Color. Bargain and indicate your bottom lines.