

Price Negotiation



This week...

Max and Chris are discussing the terms and conditions of a contract and negotiating the price.

Lesson Objectives...

- Negotiating a price
- Making a deal

Business English Conversation

Basic Class

Warm Up – Topic Question



Do you ever need to negotiate in your job?

What are they negotiating?



A

B



What document are they looking at?

*Create a short story using the following format

1. Who
2. Where
3. When
4. What's happening?

*Create simple sentences using the vocabulary

1. proposal
2. terms
3. prices
4. acceptable

Do you agree to the **terms** of the contract?



1. **What did you think about** the meeting with the client today?
2. **I am happy with** most of the conditions.
3. **In that case**, we have a deal.
4. **I'm afraid** we won't be able to sign the contract.

- Words
- Phrases

Max	Thank you for coming today.
Chris	It's good to be here. What did you think about the proposal ?
Max	I'm happy with most of the terms , but the prices are still too high for us.
Chris	We can't lower our prices any further.
Max	In that case , we won't be able to place an order. We need you to bring the prices down by 20%.
Chris	I'm afraid that's impossible. If you can sign the contract today, we can reduce the price by 10%.
Max	OK. If you meet me halfway at 15%, we've got a deal.
Chris	That is acceptable . You are a tough negotiator.

1. What did you think about?
2. I'm happy with
3. In that case,
4. I'm afraid

Responses - Prepositions

*please select the most appropriate response for each item below:

1. A: Can you come my office this afternoon?
B: Yes, I'll be there at 2 pm.

on / for / to

2. A: I'm unhappy about the contract.
B: What's wrong the current terms and conditions?

in / on / with

3. A: Is Holly the office today?
B: No, she's away negotiating a major deal.

at / in / with

4. A: I'm going to visit them tomorrow.
B: Do I need come as well?

in / to / for

5. A: I have a problem you to solve.
B: Good! I like a challenge.

for / at / in

6. A: I'm not going to be work tomorrow.
B: That's a pity. You'll miss my presentation!

in / of / at

Student B is negotiating with **Student A**, and hopes to get a lower price without too many changes to the conditions. **Student A** is trying not to lower the price by too much.



Student A: Thank you for coming today.

Student B: It's good to be here.

* Continue the conversation using the **Key Phrases** and **Conditions** from below.

Key Phrases

- What did you think about the proposal?
- We can't lower our prices any further.
- We can change **Conditions** .
- If you can sign the contract today
- I'm happy with most of the terms, but
- In that case
- If you meet me halfway, we've got a deal.
- *Other*

Conditions

- shipping costs
- length of the contract
- start date
- payment schedule
- *other*

- Do you enjoy the challenge of negotiating?
- Is price negotiation easier for the buyer or the seller?

- acceptable - *I think the conditions are **acceptable**.*
- contract - *We need to talk about the **contract**.*
- negotiate - *I will **negotiate** with him tomorrow.*
- prices - *These **prices** are too high!*
- proposal - *There are two problems with this **proposal**.*
- sign - *He agreed to **sign** the contract.*
- terms - *What are the **terms** and conditions?*
- tough - *It was a **tough** negotiation.*