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

Price N	legotiation
	regenation

Warm Up – Topic Question





Do you ever need to negotiate in your job?

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Picture Description







What document are they looking at?

*Create a short story using the following format

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

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Negotiations 3





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

*Create simple sentences using the vocabulary

1. proposal

2. terms

3. prices

4. acceptable

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Negotiations 4





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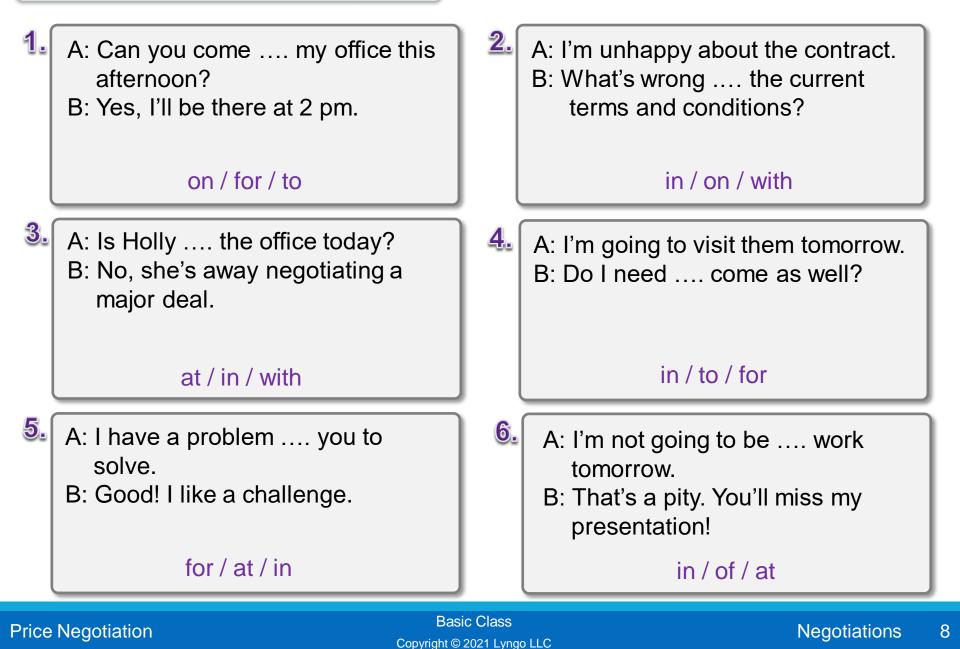
- 1. What did you think about?
- 2. I'm happy with
- 3. In that case,

4. I'm afraid

Responses - Prepositions

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





Role Play – Price Negotiation



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

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Do you enjoy the challenge of negotiating?

Is price negotiation easier for the buyer or the seller?

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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.