

Lesson 62: Discounts and Special Offers

By Xandra

1. Dialogue

First, repeat after your tutor. Then, practice each role.

Hanako works for a construction company, and she's in charge of ordering building materials. She is talking to Mr. Morgan, sales manager of Legoland Cement Company.

Mr. Morgan: Hello, Hanako. I'm Bob Morgan from Legoland.

Hanako: Nice to meet you. I'm Hanako. How can I help you, Mr. Morgan?

Mr. Morgan: My company has **authorized** me **to** negotiate with you about the supply of cement. I've already sent you a quotation for 50,000 bags.

Hanako: Oh, yes. I remember. I received it yesterday.

Mr. Morgan: I just wanted to follow up on that offer. Have you already made a decision?

Hanako: I'm waiting for two more quotes before making the final decision.

Mr. Morgan: I want to inform you that Legoland is willing to give you an additional discount. How about another 3% off?

Hanako: Could you send me a new quotation indicating the extra discount?

Mr. Morgan: Sure, Hanako. I'll send it right away.

2. Today's Phrase

First, repeat after your tutor. Then, make a few sentences using Today's phrase.

1. I have **authorized** Mr. Lee **to** act as president while I'm away.
2. Who **authorized** you **to** take charge of the company operations?
3. This document **authorizes** Jack **to** sell his father's estate.

* **authorize A to ~** / Aに~する権限[許可]を与える

3. Your Task

You are the sales manager of a big computer company. You are talking to a school principal (=your tutor) on the phone. His school needs 300 new computers. He is very concerned about the price, and he has not decided from which company to buy. It's a very big order, so you've decided to give him a discount, and also free software, a one-year warranty and free delivery. Tell him about this special offer in the hope it will win you the deal.

4. Let's Talk

In Japan, who usually shoulders the delivery fees: the customer or the seller? Do you think it's right?
What are some big purchases your company has made recently? Did those purchases include a special discount?
It is easy for you to ask for a discount? Why or why not?

5. Today's photo

Describe the photo in your words as precisely as possible.



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