

Lesson 68: Signing a Business Contract

By Xandra

1. Dialogue

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

Mr. Holmes and Mr. Tanaka are about to enter into a business contract. Mr. Holmes is a little worried because Mr. Tanaka hasn't signed the contract yet. He's now talking to Mr. Tanaka on the phone.

Mr. Holmes: Hello, Mr. Tanaka. I'm calling to follow up on the contract I sent you.

Mr. Tanaka: Thank you for sending the contract to my office, Mr. Holmes. I'm afraid I haven't signed it yet.

Mr. Holmes: Oh, I see.

Mr. Tanaka: Don't worry, Mr. Holmes. I will sign the contract but I must read it first.

Mr. Holmes: I understand, Mr. Tanaka.

Mr. Tanaka: Our lawyer is helping me understand all the conditions. Can you give me some time to go through the contract?

Mr. Holmes: No problem, Mr. Tanaka. If you **object to** any of the terms, please don't hesitate to call me. We can discuss it.

Mr. Tanaka: Okay, Mr. Holmes. I'll give you an update tomorrow.

2. Today's Phrase

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

1. The executives strongly **objected to** the merger.
2. Does anyone **object to** this suggestion?
3. Nobody **objected to** the new office rules.

* **object to** ~ / ~に反対[抗議]する

3. Your Task

You own a farm. Every week, you deliver around 40 kilograms of fruit and vegetables to the supermarket in your town. There's no contract for this business, and you're worried that the supermarket might stop accepting your produce all of sudden. Talk to the supermarket manager (=your tutor) and tell him how you feel about not having a business contract. Ask him to make a contract with you, and explain why it's important for both you and the supermarket.

4. Let's Talk

What are the do's and don'ts when signing a business contract?

If you have a good relationship with your business partner, do you still need to make a business contract? Explain your answer. Is making a 'verbal agreement' a good idea? Explain your answer.

5. Today's photo

Describe the photo in your words as precisely as possible.



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