

Lesson 68: Signing a Business Contract

By Xandra

1. Dialogue

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

Mr. Holmes owns a construction company and Mr. Watson is a businessman who wants to build a new factory. Mr. Holmes has sent a contract to Mr. Watson. Yuki is Mr. Watson's assistant. She's talking to Mr. Holmes about the contract.

Yuki: Hello, Mr. Holmes. Mr. Watson has already read the contract.

Mr. Holmes: Has he signed it yet?

Yuki: I'm afraid he's not ready to make the deal.

Mr. Holmes: Why?

Yuki: It looks like he's not happy with the terms. He wants the factory to be finished by January of 2017. But the contract states the finish date as June of 2017.

Mr. Holmes: That's due to my company having prior commitment to other construction projects.

Yuki: It seems my boss **is determined to** get the factory running as early as possible. You would need to start construction earlier to meet that requirement.

Mr. Holmes: If we do that, I would have to increase the project fee.

Yuki: If you agree to finish by January, we could negotiate the price.

Mr. Holmes: I see. Let me get back to you about this. I have to closely check the schedule of other construction projects and see if adjustments can be made.

2. Today's Phrase

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

1. Jack **is determined to** finish the 42-kilometer marathon.
2. Why **is** he so **determined to** win the race?
3. Mr. Lee **is determined to** succeed.

* **be determined to ~ / ~することを決意している**

3. Your Task

Your company is about to enter into a business contract with ABC Company. When you reviewed the contract, you noticed the terms and conditions were unfair. According to the details, 1) you cannot review the financial records of the business, 2) you have no input into important business decisions, 3) no income from the business will be paid to you for the next three years. You are talking to ABC's president (=your tutor). Politely tell him that you do not agree to these conditions, you are very unhappy about them and you're not prepared to make a deal. Suggest further negotiation.

4. Let's Talk

What are the important things to remember when signing a contract?

Should you consult with a lawyer when entering a business contract? Why do you say so?

What kind of business contract have you signed in the past?

Tell your tutor about it.

5. Today's photo

Describe the photo in your words as precisely as possible.



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