

Lesson 74: Negotiation 1

By Xandra

1. Dialogue

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

Ms. Andrews is trying to sell 10 printing machines to Mr. Maeda's company. Mr. Maeda is negotiating about the price.

Mr. Maeda: We are interested in buying the machines. But we're hoping you could give us a discount.

Ms. Andrews: The price of \$100,000 is already a bargain.

Mr. Maeda: They look quite old. We might have to change some parts.

Ms. Andrews: They still work really well **in spite of** being old machines.

Mr. Maeda: We're willing to pay \$80,000 for all of them.

Ms. Andrews: Let me talk to my boss about it.

2. Today's Phrase

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

1. **In spite of** his age and lack of experience, Jack still got the job.
2. My company is doing really well **in spite of** the bad economy.
3. I can run fast **in spite of** being short and fat.

* **in spite of** ~ / ~にもかかわらず

3. Your Task

You are talking to an office supplies salesman (=your tutor). Your company has been buying from him for 5 years, and your orders have been increasing. Negotiate and ask for a 5% discount from him. Tell him that your company has been a good customer and that you wish to have a longer business relationship with his company.

4. Let's Talk

*What do you know about business negotiations?
Are you good at negotiating prices? Why do you say so?
Do you like negotiating? Why or why not?*

5. Today's photo

Describe the photo in your words as precisely as possible.



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