

## Lesson 74: Negotiation 1

By Xandra

### 1. Dialogue

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

Ms. Andrews works for Sun Food Factory, a company that supplies food products such as flour, sugar, chocolate, etc. Taro works for a big food chain called Mick Doughnuts.

Taro: Hello, Ms. Andrews. Mick Doughnuts needs 10 tons of flour and 4 tons of sugar.

Ms. Andrews: Great! Just send me an official order form and we'll deliver it all right away.

Taro: Before I do that, I'd like to say something. Mick Doughnuts has been buying from Sun Food Factory for 3 years now.

Ms. Andrews: That's right.

Taro: **Owing to** our good business relationship, I'd like to ask for a better price. I'm sure you could give a discount for bulk orders.

Ms. Andrews: I see what you mean.

Taro: What about a 5% discount for our next order?

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. Mr. Lee couldn't attend the meeting **owing to** his illness.
2. **Owing to** his long service to the company, Mr. Lee was given a promotion.
3. More people are using public transportation **owing to** the high cost of gasoline.

\* **owing to** ~ / ~のせいで、~のために、~のおかげで

### 3. Your Task

*Your company has been a loyal customer of XYZ Enterprises. Everything your company has ordered from XYZ has been paid in cash upon delivery. You think that XYZ should give your company a 30-day credit account. Talk to the sales manager of XYZ (=your tutor). Tell her that your company has been a good customer, and that XYZ should allowed 30-days credit.*

### 4. Let's Talk

*Talk about your experience in business negotiation. What are the do's and don'ts of negotiating a business deal?  
How should you prepare for a business negotiation?*

### 5. Today's photo

*Describe the photo in your words as precisely as possible.*



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