

Lesson 75: Negotiation 2 (Selling Products and Services)

By Xandra

1. Dialogue

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

Mr. Yamada works for a company that makes cleaning products. Mr. Jones is the general manager of a hotel called Trump Hotel. Mr. Yamada wants to be the sole supplier of the hotel's cleaning products.

Mr. Yamada: Thank you for meeting with me, Mr. Jones. Did you receive the product information that I sent you?

Mr. Jones: Yes, I did.

Mr. Yamada: Our products are cheap and high quality.

Mr. Jones: That's right. I saw the prices in the proposal.

Mr. Yamada: You could reduce your cleaning costs by 20% with our detergents.

Mr. Jones: I'm impressed that you **pay attention to** our budget.

Mr. Yamada: I will send you some products so you can try them. I'll give them to you free of charge.

2. Today's Phrase

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

1. The students were told to **pay attention to** the lecture.
2. We should always **pay attention to** the road when we're driving.
3. Mr. Lee was not **paying attention to** the meeting.

* **pay attention to ~ / ~に注意を払う**

3. Your Task

You are trying to sell trucks to a construction company, and you are meeting the buyer (=your tutor) for the first time. Greet him in the most professional way, and thank him for meeting with you. Ask him if he has seen the product information you sent him. He will tell you that your trucks are expensive. Explain that your company makes the most efficient and reliable trucks in the world. You should also tell him that your company is willing to give a discount.

4. Let's Talk

Talk about your experience in sales negotiation.

Are you good at selling? Why do you say so?

Talk about someone you know who is good at sales negotiation.

5. Today's photo

Describe the photo in your words as precisely as possible.



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