

Lesson 75: Negotiation 2 (Selling Products and Services)

By Xandra

1. Dialogue

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

Mr. Yamada is a sales manager at Sun Food Factory, a company that supplies food products such as flour, milk, chocolate and sugar. Mr. Jones is the general manager of a food chain called Mick Doughnuts. Mr. Yamada has a business proposal for Mr. Jones.

Mr. Yamada: We've just received your latest order, Mr. Jones. It's a very big volume. Thank you for that.

Mr. Jones: Don't mention it.

Mr. Yamada: I came here to make a proposal. Sun Food Factory would like to become Mick Doughnuts' official supplier of food products.

Mr. Jones: Oh, I see.

Mr. Yamada: **In return**, Sun Food Factory will give you 20% discount on all your orders.

Mr. Jones: It sounds like a good deal.

Mr. Yamada: I just want to mention that Sun Food Factory has always been a reliable supplier.

Mr. Jones: Why don't you send me a formal proposal? I'll talk to the company executives about it.

2. Today's Phrase

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

1. Jack helped me with my project. **In return**, I bought him dinner.
2. **In return** for Mr. Lee's long service to the company, the CEO has rewarded him with some cash and a certificate of appreciation.
3. Hardworking citizens should get some benefits **in return** for their taxes.

* **in return (for ~)** / (〜の)お返しに

3. Your Task

You are a sales manager of Hydra Computers, and you are trying to sell computers to XYZ Company. The general manager of XYZ Company (=your tutor) thinks that Hydra products are too expensive. Tell him that your company is willing to offer free technical support for one year. You will also include the latest printer model and some free software.

4. Let's Talk

What do you think about when you hear the phrase 'negotiation'?

What's the importance of negotiating skills?

What are the do's and don'ts when you're trying to sell something?

5. Today's photo

Describe the photo in your words as precisely as possible.



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