

## Lesson 75: Negotiation 2 (Selling Products and Services)

By Xandra

### 1. Dialogue

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

Mr. Yamada is sales manager for Bo Wing, a company that makes train engines. He is talking to Mr. Jones, project manager for a railway company in Chicago.

Mr. Yamada: Our engineers have figured out a way to improve engine performance by 18%.

Mr. Jones: That's impressive.

Mr. Yamada: Many railway companies have **classified** Bo Wing **as** the best train engine maker in the world.

Mr. Jones: There's no doubt about that. But Bo Wing is also the most expensive.

Mr. Yamada: My company is willing to offer flexible payment conditions.

Mr. Jones: I see.

Mr. Yamada: I can also assure you that Bo Wing can deliver 40 engines within 6 months.

Mr. Jones: Really?

Mr. Yamada: I don't think our rival companies could produce engines in such a short time.

Mr. Jones: I'd like to hear more about those flexible payment terms that you mentioned earlier.

### 2. Today's Phrase

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

1. Animal experts have **classified** Wagyu cattle **as** a rare breed.

2. Doctors **classify** this sleeping pill **as** a prescription drug.

3. Would you **classify** sake **as** a mild alcoholic drink or a strong one?

\* **classify A as B** / AをBに分類する

### 3. Your Task

*You are a sales manager at a construction supplies company. You have been supplying XYZ Company with construction materials for a long time. You think that it's time XYZ made your company an exclusive supplier for all their construction needs. Talk to XYZ's manager about this. Tell him that if XYZ makes you an official supplier, they can get better discounts from your company.*

### 4. Let's Talk

*What was the last item you sold? Were you able to sell it at the price you wanted?*

*When did you first learn how to negotiate?*

*In your company, who is the best negotiator? Tell your tutor all about that person.*

### 5. Today's photo

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



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