

Lesson 76: Negotiation 3 (Negotiating for Work Conditions)

By Xandra

1. Dialogue

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

Takuya is Mr. Kennedy's assistant. He is talking to his boss about a request made by the company employees.

Takuya: We've received a request from the employees.

Mr. Kennedy: What is it?

Takuya: Last year, the executives decided to limit the overtime work to 20 hours a month.

Mr. Kennedy: Yes. I remember that.

Takuya: The employees are requesting that it be increase to 40 hours.

Mr. Kennedy: Let me think about it. But 40 hours is too much, **in my opinion**.

2. Today's Phrase

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

1. **In my opinion**, the government should work more for the environment.
2. **In Jack's opinion**, he should be promoted. But his boss doesn't think so.
3. What is the best way to learn English, **in your opinion**?

* **in one's opinion** / (人)の考え[意見]では

3. Your Task

You own a factory. Your employees have requested a salary increase. You have just spent a lot of money buying new equipment for the factory, so the company doesn't have much spare cash right now. Talk to the employees (=your tutor). Explain why you can't give them a salary increase this time.

4. Let's Talk

Have you ever negotiated for a salary increase? Do you like negotiating for work conditions? Why or why not?

What are some of the work conditions that need improving your company?

5. Today's photo

Describe the photo in your words as precisely as possible.



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