Lesson 76:   Negotiation 3 (Negotiating for Work Conditions)

By Xandra

1. Dialogue

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

Takuya works in a food packing factory. Takuya is having a meeting with his manager. He is talking to him about the work conditions in the factory.

Takuya: The other workers and I had a meeting, and we've come up with a request.
Mr. Kennedy: I'd like to hear it.
Takuya: We would like to ask for proper protective gear, such as safety glasses, thick gloves and
          work boots.
Mr. Kennedy: Don't you have them already?
Takuya: We have had to buy them ourselves up until now. Most of the employees are unwilling to
          spend money for expensive protective gear.
Mr. Kennedy: I think that it's a fair and reasonable request.
Takuya: Here's the request letter. We also have some suggestions to improve the working
          conditions in the factory. It's all written in there.
Mr. Kennedy: Thank you, Takuya. I'll talk about it with the company executives.

2. Today's Phrase

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

1. The refugees are unwilling to return to their home country.
2. Mr. Lee was unwilling to sell his business.
3. The suspect is unwilling to cooperate with the police.

* be unwilling to ~ / ～する気がしない、～することを嫌がる

3. Your Task

You work in a department store as a sales clerk. The manager has been giving you more jobs, such as doing the store's inventory and protecting store security too. In your opinion, the company should hire more employees for these jobs. Tell your manager (=your tutor) how you feel about doing the extra tasks. Suggest hiring someone to handle the inventory, and installing security cameras in the store.

4. Let's Talk

What do you think about when you hear the phrase "work conditions"?
Talk about the work conditions in your company.
Are you satisfied with them?
What are the important things to remember when you negotiate working conditions with the boss?

5. Today's photo

Describe the photo in your words as precisely as possible.

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