

Lesson 76: Negotiation 3 (Negotiating for Work Conditions)

By Xandra

1. Dialogue

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

Takeshi works for a furniture company as a craftsperson. He is having a meeting with a company executive about some issues at the workshop.

Takeshi: Thank you for meeting with me, Mr. Barton.

Mr. Barton: No problem. How's everything at the workshop?

Takeshi: As you know, there has just been an accident. Ichiro got injured while moving furniture into the delivery truck.

Mr. Barton: I feel very sorry for Ichiro.

Takeshi: Anyway, I've come here to follow up on our request.

Mr. Barton: Ah, yes. You're asking for extra compensation in case of a worker gets injured. Is that right?

Takeshi: That's correct. What have the executives decided on?

Mr. Barton: I'm afraid that we're **declining to** grant your request. The company already pays for the hospital expenses when an employee gets injured. Besides, the injured employee will receive some insurance money from the government.

Takeshi: Government insurance is not enough to cover our living expenses, Mr. Barton. In Ichiro's case, he can't work for three months. It means he can't receive a salary until he gets well.

Mr. Barton: I understand your opinion, Takeshi. Don't worry. I'll bring this up again at the next meeting.

2. Today's Phrase

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

1. According to the survey, 30% of Japanese **declined to** vote in the last election.
2. Lady Gaga **declined to** answer the reporter's questions.
3. The politician **declined to** comment on the corruption case.

* **decline to ~** / ~することを(丁寧に)断る、辞退する

3. Your Task

You have been working in an office for three years. Your salary has not increased at all during that time. Over the years, your boss has given you more responsibilities. You feel overworked and underpaid. Politely talk to your boss (=your tutor) about it. Tell her that you want an increase in your salary, and that the office work should be equally shared among the office employees.

4. Let's Talk

What are the do's and don'ts when negotiating for your salary?

What is the role of a workers' union in the company?

Do you belong to a workers' association? Why or why not?

5. Today's photo

Describe the photo in your words as precisely as possible.



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