

## Lesson 85: Negotiation 1 (Buying Products and Services)

By Xandra

### 1. Dialogue

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

Naoki wants to rent a van. He is talking to the clerk of the car rental company.

Naoki: Hello. I'd like to rent a van.

Sheldon: I'm sorry, sir. We have only one van and it is **out of order** right now.

Naoki: I see. I need a car with lots of space. Do you have any suggestions?

Sheldon: We have an S.U.V.

Naoki: Can you tell me how much it costs?

Sheldon: It's \$50 a day, sir.

Naoki: Can you give me a discount if I rent it for a week?

### 2. Today's Phrase

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

1. The elevator is **out of order**. I have to take the stairs.
2. We really have to buy a new printer. It's **out of order** again.
3. Could you arrange the books alphabetically? They're **out of order**.

\* **out of order** / 故障して; (順序などが)狂って

### 3. Your Task

*You need to reserve a hotel conference room for your company meeting. You are now talking to a hotel clerk (=your tutor). Tell her that you would like to use the conference room for 3 hours. Then, tell her that there will be 25 people in the meeting, and that they would like coffee and tea after the meeting. Remind her company is a loyal customer and suggest the coffee and tea could be served free of charge.*

### 4. Let's Talk

*What do you know about the word 'negotiation'?*

*Are you good at negotiations? Why do you say so?*

*In Japan, do people usually ask for a discount? Explain your answer.*

### 5. Today's photo

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



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