

Lesson 85: Negotiation 1 (Buying Products and Services)

By Xandra

1. Dialogue

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

Naoki is a manager at Hydra Computers. There's an English school near Hydra's office building. He would like to negotiate a learning package for the workers and staff of Hydra Computers.

Naoki: Hi. I'm Naoki (shakes hands with Sheldon). I'd like to get some information about your school.

Sheldon: Good morning, sir. My name is Sheldon. Here's our brochure, sir. All our information is in there.

Naoki: (Reads the brochure for a while) Our company requires all of us to learn English. I work at Hydra Computers, by the way.

Sheldon: Oh, I see.

Naoki: There are more than 300 employees in my office. Can you give us a special price?

Sheldon: I'm sure we can arrange something. I'll have to talk to my boss about it.

Naoki: I'll give you my business card. Please send Hydra Computers a quotation **in accordance with** my request.

Sheldon: You can expect it soon, Naoki.

2. Today's Phrase

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

1. **In accordance with** the president's orders, refugees were given temporary visas.
2. We need to do business **in accordance with** the contract.
3. Nuclear wastes must be disposed of **in accordance with** environmental laws.

* **in accordance with ~ / ~に従って、~に一致して**

3. Your Task

You have to rent a car for some business partners, and you are now talking to the reservations officer.

Your company has been a loyal customer of the car rental company so you want to ask for a discount. Tell him that you will rent the car for a week and you want to keep using their services in the future.

4. Let's Talk

Talk about someone you know who is good at negotiations.

Do you think negotiation skill is something that we can easily learn? Explain your answer.

What is a reasonable discount to ask for: 5%, 10% or more? Explain your answer.

5. Today's photo



Image courtesy of stockimages / FreeDigitalPhotos.net

Describe the photo in your words as precisely as possible.