

Lesson 85: Negotiation 1 (Buying Products and Services)

By Xandra

1. Dialogue

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

Naoki is inquiring about a package tour to Okinawa. Sheldon is giving him some information about it.

Naoki: Hello. I'm Naoki Tanaka. My company is planning to take a trip to Okinawa. Could you please tell me about your package tours?

Sheldon: Good morning, Mr. Tanaka. I'm Sheldon. We can offer a five-day tour of Okinawa. We'll take you to see the Churaumi Aquarium and the Shuri Castle. You can also enjoy surfing.

Naoki: How much is the tour?

Sheldon: It's only \$800 per person, which includes hotel accommodation.

Naoki: There are 50 people in my company. Do you think we can get a special rate?

Sheldon: Of course you can, sir. For 50 people, we can offer you a 10% discount.

Naoki: Most of the tourists are over 60 years old. They might not like to go surfing.

Sheldon: I see. We'll **rule out** surfing, and we'll just include fishing in the tour.

Naoki: Sounds great. Could you give me a proper quotation? Here's my business card.

Sheldon: Sure, Mr. Tanaka. By the way, could you give me the dates for your trip?

2. Today's Phrase

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

1. The doctor has **ruled out** cancer as the cause of her stomach pains.

2. The police **ruled** Mr. Lee **out** as a suspect.

3. A: Where should I go on vacation? Spain, England or Genovia?

B: You should **rule out** Genovia for now. It might not be safe to go there.

* **rule out** ~ / ①~を除外[排除]する ②~を不可能にする、妨げる

3. Your Task

The entire company is going to have a 'team building seminar' for 3 days and it's going to be held in another city. You are in charge of reserving the hotel. Your company is going to need 30 rooms, 1 conference hall and a big dining area. You are now talking to the reservations officer. Tell her all the details of the reservation. Next, ask for a company discount. You should also ask for a free shuttle service from the airport to the hotel.

4. Let's Talk

Talk about the last time you negotiated for something.

How did you learn to negotiate?

Why is negotiating an important factor in business?

5. Today's photo

Describe the photo in your words as precisely as possible.



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