

Lesson 86: Negotiation 2 (Selling Products and Services)

By Xandra

1. Dialogue

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

Makoto is a salesman for Toyoda Car Company. He has just shown the latest car model to Mr. Deluca.

Makoto: What do you think of Toyoda's latest model, Mr. Deluca?

Mr. Deluca: It looks very elegant. But I don't need a **brand new** car. I just want a second-hand car.

Makoto: Our company is having a special sale of this Toyoda model. It's at 5% off, only for this month.

Mr. Deluca: You didn't mention that earlier.

Makoto: You'll also get a vacuum cleaner for free.

Mr. Deluca: How much is the car?

2. Today's Phrase

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

1. Mr. Lee has a **brand new** Porsche. Have you seen it?
2. Please don't step on my shoes. They're **brand new**.
3. We're going to test the **brand new** machines in the factory.

* **brand new** / 新品の、真新しい、新発売の

3. Your Task

You are a wedding planner. You are now talking to a couple (=your tutor) who are planning to have a big wedding party. Tell them that your company has a lot of experience organizing big parties. You also planned Ken Watanabe's wedding party, and it had 1000 guests. You should mention that you will give them a 10% discount, and you will hire Ken Watanabe's photographer for their party.

4. Let's Talk

Have you ever tried to sell something to someone (friends or customers)?

Tell your tutor about it.

Do you like talking to a salesperson? Why or why not?

Are you good at negotiating for product sales?

5. Today's photo

Describe the photo in your words as precisely as possible.

