

Lesson 86: Negotiation 2 (Selling Products and Services)

By Xandra

1. Dialogue

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

Makoto is a sales manager for a company that makes rice drying machines. He has just given Mr. Deluca, a client, a demonstration of how the machine works.

Makoto: What do you think of the rice drying machine, Mr. Deluca?

Mr. Deluca: I'm impressed by its efficiency.

Makoto: It's the most efficient rice drying machine anywhere in the world. It doesn't use very much electricity.

Mr. Deluca: I agree. But the price of \$4,000 dollars is too expensive. Can you lower it to \$3,000?

Makoto: Let's **meet halfway**. If you buy two machines, I'll let you have them at \$3,500 each.

Mr. Deluca: Hmmm....

Makoto: Moreover, my company will provide one-year warranty.

Mr. Deluca: I see.

Makoto: We will even teach your workers how to use and properly maintain the machines. What do you say, Mr. Deluca?

Mr. Deluca: It's a deal.

2. Today's Phrase

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

1. They settled the price by agreeing to **meet halfway**.
2. The buyers wanted to reduce the price from \$1,000 to \$800, so I offered to **meet them halfway** at \$900.
3. As for the employees' demands, the company president is willing to **meet them halfway**.
* **meet halfway** / 歩み寄る、折合う

3. Your Task

You own an architectural firm. You are now meeting with a businessman (=your tutor) who wants to build a big coffee shop in Tokyo. Tell him that you have designed restaurants and small shops in the past, and that you've always dreamed of designing a coffee shop. Discuss ideas of what a good coffee shop should look like in modern Japanese society. Inform him that if he hires you, you'll take 20% off your usual fees.

4. Let's Talk

What are some items that are easy to sell?

Do you think Japanese people have good sales skills? Why do you say so?

Pick an object around you, and try to sell it to your tutor.

5. Today's photo

Describe the photo in your words as precisely as possible.



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