

Lesson 87: Negotiation 3: Signing a Contract

By Xandra

1. Dialogue

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

Taro works for a web design company. He is talking to Mr. Gates who is looking for a good web designer.

Taro: Thank you for meeting with me today. Have you made a decision about our offer?

Mr. Gates: I haven't made up my mind yet.

Taro: If you sign a contract with us, my company can promote your website on Facebook.

Mr. Gates: Really?

Taro: Yes. **In general**, business websites become popular because of Facebook.

Mr. Gates: That's true. It'd be very good for my business.

2. Today's Phrase

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

1. **In general**, the Japanese are known for their unique culture.
2. **In general**, women live longer than men.
3. Dogs, **in general**, are friendly animals.

* **in general** / 一般的に

3. Your Task

You are the owner of a catering company. ABC Company would like to hire a catering service to deliver lunch to its 2,000 employees every day. You are now negotiating with the manager of ABC Company (=your tutor). Tell her that you have 20-years' experience in the business, and that you offer the cheapest catering service in town.

Inform her that if ABC signs a contract with your company, you will give a 10% discount for the first month, and free dessert for a week.

4. Let's Talk

What do you think about when you hear the phrase 'signing a contract'?

When was the last time you signed a contract? Tell your tutor about it.

Why is it important to sign a business contract?

5. Today's photo

Describe the photo in your words as precisely as possible.



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