



UNIT 3

ENGLISH FOR BUSINESS

WITH THE INSPIRE ACADEMY

NEGOTIATION

NEGOTIATION

'NÉGOCIATION'

OFFERING

OFFRE

We were thinking...
...is the best we can offer
How does...sound?
We would like to propose...

SUGGESTIONS

SUGGESTIONS

What if we...?
How about...?
Are you willing to consider...?
Perhaps we could..?

RESPONDING

RÉPONDRE

That's less than what we
expected
That is a good start
Unfortunately that is out
of the question

COMPROMISING

COMPROMETTANT

If we....will you...?
We would be willing
to...provided that...
We'd be prepared to...on
the condition that you...

CLOSING THE NEGOTIATION

CLÔTURE DE LA NÉGOCIATION

We need to do some more
research
I'd like to consult with my
team

We would like to accept
your offer
Let's confirm the details

NEGOTIATION

'NÉGOCIATION'

FILL IN THE GAPS OF THIS CONVERSATION

PERSON 1



PERSON 2

Ok, so let's start with the pricing. We would like to p..... an initial price of 36 thousand.

That is more than we e..... .Therefore it is unfortunately out of the q.....

What i..... we agree this price for the first twenty deliveries? Then perhaps we could consider a reduced price going forward.

I would like to c..... my team before I commit to that idea. But I think they would be w..... to agree to these conditions provided that you adress our concerns regarding the packaging.

Ok I understand your position. We will need to do some more r..... into the concerns you have. However, I do believe it will be possible to adress these issues. How a..... we each consult our teams tomorrow and then c..... the details together on Thursday?

Ok, great. See you on Thursday.