Negotiating

Listen to the conversation. Click on the following link

Complete the dialogue with the expressions below.

How does that sound?	... is very low
it's a deal	I was thinking of
that sounds good to me	to be honest, I think ... is too high
What do you think about that?	What price did you have in mind?

Steven: Hi Costas. Good to talk to you again. Have you thought about what we spoke about?

Costas: Yes, I have and _____ $99 _____[1]. I've been a loyal client of yours for over a year now. We have at least three or four sessions a month.

Steven: I totally understand, Costas, but remember I have to do a lot of extra research in order to give you the most professional advice for your project. And that takes time.

Costas: I understand, but let's talk about this.

Steven: _____[2]

Costas: _____[3] $50 an hour, and if we increase our sales in the first year because of your advice then we could offer you a 20% commission. _____[4]

Steven: Hmm...$50 _____[5]. And we usually don't agree to commissions.

Costas: But you told us that our business has a lot of potential.

Steven: Yes, that's right, but we prefer to concentrate on helping your business grow, on long-term planning, not short-term profit. And we like to keep our relationship clear. We are your consultants, not your business partners.

Costas: I see.

Steven: But maybe we can compromise ... if you agree to pay us $80 an hour and let's say offer us 15% commission. _____[6]

Costas: 15% ... for the first year?

Steven: Yes.

Costas: Hmm...yes, _____[7].

Steven: Great, _____[8]. But we will need to decide how you're going to report your sales figures to us.

Costas: Yes, of course. Let's arrange a meeting to discuss the details.

LIVEWORKSHEETS