

## NEGOTIATION AGREEMENT DIALOGUE

Janette wants to hire some specialists from a consultancy company for a short-term project to roll out a software package worldwide for her company. She is meeting Stuart, a senior partner from the consultancy, to discuss fees for their services.

Janette: And that, basically, is why I called you, Stuart. We don't have enough SAP specialists for this job ourselves.

Stuart: I see. So, what exactly do you need?

J: [redacted] you second us five programmers for customizing the basic SAP package to our needs, two web interface experts to make sure the package is user-friendly and one technical project manager.

S: OK. But [redacted] fees. They would have quite different daily rates: €650 for a programmer, €875 for the interface specialists and, um, at least €1,250 for a project manager. Depending on his or her experience.

J: Well, we'd like to keep the bookkeeping easy. So, we'd like to aggregate these daily rates. [redacted] we pay you €700 per head per day.

S: I see. Well, [redacted] €700 per day is far too low. €950 is nearer the mark.

J: [redacted] You see, we have very strict budget limits.

S: Hmm... [redacted] to have two rates: €650 for the programmers and €950 for the others.

J: But [redacted] of just one single flat rate? It makes the administration so much easier. I mean, [redacted]?

S: [redacted]. It's just a question of agreeing the rate.

J: Right. So, by my calculations [redacted]  
[redacted] ... just a second... €772,000.

S: €750 per head per day for six months. Yes, [redacted].

J: Excellent! So, now we just need to decide which people will be most suited..

that's an interesting proposal, but

I think we can live with that.

have you considered the advantages

Let's think about how we can make this work... Another possibility might

what's the downside

We propose that

I take your point.

We suggest that

we need to talk about

if we agree on a daily rate of €750 per head per day, over six months your company will receive

I don't think we could go along with that.