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CD2.17 Naoko Nakamura, a buyer for a large Japanese department store, is negotiating with Li Bai, Sales Director for a clothing company in Hong Kong. Listen and complete the conversation.



Naoko If I¹ 30,000 silk scarves, what discount will you offer us?
 Li On 30,000, nothing. But if you buy 50,000 scarves, then² offer you 10%.
 Naoko OK, I'll think about that. And tell me, if we placed a very large order, say 80,000 units,³ to despatch immediately?
 Li We can normally guarantee to despatch a large order within three weeks. But if you⁴ at a peak time, like just before Chinese New Year, it will be impossible to deliver that quickly.
 Naoko I take it your price includes insurance?
 Li Actually, no. Usually, you'd be responsible for that. But if the order⁵ really large, that would be negotiable, I'm sure.
 Naoko What about payment?
 Li To be honest, we'd prefer cash on delivery, as this is our first contact with you. If you⁶ a regular customer,⁷ you 30 days' credit, maybe even a little more.
 Naoko That's all right. I quite understand.
 Li Look, how about having some lunch now, and continuing later this afternoon? Then we could meet for an evening meal. I know an excellent restaurant in Wanchai.
 Naoko Yes, let's continue after lunch. If I had more time,⁸ to have dinner with you, but unfortunately my flight for Tokyo leaves at eight thirty, and I need to be at the airport by six.

LIVE WORKSHEETS