

**1 Speaking strategy.**

Think of how Francis and Linda lead the negotiation. What do they start off with? What do they do next? How do they complete the meeting?

**2 Number the lines in the correct order.**

I can deliver.

Can we make that pledge? 

Terrific!

That's very ambitious!

A hundred days?

I'm checking with you later

**3 Look at the idiom and the definition.**

Think of how the idiom was used during the negotiations. Think of a situation when you can use it. Share your situations with other students.

**4 Role-play in pairs.**

Student A - you are Linda. You need Francis to make a pledge. Before you start think of what pledge you need.

Student B - you are Francis. Respond to A. Try to achieve!

**be over the moon**

*Definition*

be extremely happy.

*example*

Clare will be over the moon

