

NEGOTIATIONS

1. Worksheet page 16.

Find the right phrase in the text page 16:

- a. une négociation ponctuelle, unique= a
- b. une négociation à long-terme= a
- c. Il faut éviter d'être manipulé: you must
- d. si je découvre/m'aperçois: if I
- e. il a profité de votre naïveté= he
- f. il est peu probable que vous vouliez....=you're not
- g. le contrat est nul et non avenué= the contract is and
- h. en vous sentant trompé et dupé= feeling and
- i. un négociateur trompeur= a negotiator
- j. vous pourriez rendre l'affaire publique= you might go
- k. ça pourrait nuire à la réputation de la personne= it may
- l. je suis conscient que= I am
- m. un engagement= a
- n. vous devriez connaître vos propres besoins=you should research
- o. vous pouvez quitter une négociation= you can
- p. vos préoccupations= your
- q. une négociation aux enjeux élevés= a negotiation.
- r. une décision prise à la hâte= a decision.
- s. des relations à long-terme= long-.....
- t. une station touristique= a
- u. des gains à court terme= gains.
- v. heureusement=
- w. d'un autre côté= on
- x. une voiture d'occasion= a
- y. il va essayer de marchander le prix= he's going to try to
- z. hors de prix/trop cher=

2. Video Essential English 10: negotiating an order

NEGOTIATIONS

Watch the video from the beginning to 2'40 (stop before the role play). **Repeat** the key phrases out loud (1'40).



[.com/watch?v=ODgy-wY0WhU](https://www.youtube.com/watch?v=ODgy-wY0WhU)

Answer the following questions (you should listen to the video again if necessary):

- What's Bob Morgan's job? He is a
- What does Linda Page do for a living? She works as an
- Bob Morgan is the
- Linda Page is the
- They both work in the industry.
- The meeting takes place in New-York (= the city center)
- Complete Bob Morgan's part: « We're on opening around a shops here on the coast and we're with suppliers. »
- Complete Linda Page's reply: « Well, we've you with dresses for your UK for quite a while now. So I'm sure we can »

NEGOTIATIONS

Listen to the key phrases and write them down:

- a.
- b.
- c.
- d.
- e.
- f.

Match the following answers with the appropriate letter:

- 500 of each: letter
- It shouldn't take long. I'll email it to you in a couple of days: letter
- scarves and belts: letter
- around \$10 for the belts and \$20 for the scarves: letter

Do the role play alone while watching the video: speak out loud!!! (from 2'40 to the end 5'01): you must invent your answers and say full sentences.

Phone your partner and invent another role play: « You are a buyer for a company that sells » (you choose the product but use the same questions). **Then switch roles.**
Last but not least, write your dialogue in the box below: