

## Listening



1

Listen to two negotiators introducing themselves and their companies at the start of a negotiation. Which of these things do they do?

	Negotiator 1	Negotiator 2
1 Personal introduction		
2 Type of company		
3 Core business		
4 Origins		
5 Financial position		
6 Importance		
7 Size of operation		
8 Client base		



2

Listen again and complete these sentences.

### Negotiator 1

- 1 First of all, before we get ..... to the negotiations, let me tell you ...
- 2 ... let me tell you a little bit about our company by way of an .....
- 3 We're a family business and, in fact, the company was ..... by my grandfather in the 1950s.
- 4 We specialize ..... meat products, mainly chicken and beef.

### Negotiator 2

- 5 To start, let me tell you a ..... about the company.
- 6 ... we moved ..... wind farm technology about ten years ago.
- 7 Last year we ..... over 150 million dollars ...
- 8 ... and this year we're looking to ..... revenues by 15%.

## Business practice



1

Listen and repeat these sentences.

Explain the type of company

We're a family business based in Milan.

We're a multinational travel company with our headquarters in Cincinnati.