

Listening



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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		



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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



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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.