Decide if the statements from the list are true or false

1. Liz and Stefan have never spoken before.
2. Stefan wants to buy a total of 50 laptops.
3. There are three new offices opening for Stefan's company over the next two years.
4. Liz's company can supply all of the laptops needed.
5. Liz offers Stefan a lower price per unit.
6. Stefan can afford the price that Liz suggests.
7. The service Liz offers will last longer than it usually does.
8. Stefan is able to make a decision about what to do immediately.
9. If Stefan orders from Liz in future, it will be cheaper.



Listen one more time
Who said each expression? and What for?

1. I want to settle the terms of the deal.
2. Let's start with what you need now and then go from ther....
3. What I can do for you is ...
4. I could agree to ...
5. That's settled, then.



LIVEWORKSHEETS

STUDENT A.

You want to buy business phones for your company and have made arrangements to talk to a seller. Note the following points:



- There are 150 people in your company at the moment, but you are expanding and expect to employ 30 more people in the next 6 months, and an additional 60 in the next 18 months.
- Most of the people who work for you will need the phones for international travel and communication.
- The maximum you can spend on the phones is $600 per unit. However, you have seen that the company you are talking to have a deal for $400 per unit if you buy more than 100 units.
- You will need to make sure you have insurance for the phones in case anything goes wrong with them.
- Your boss is very worried about money and doesn't want to spend any more than absolutely necessary.

STUDENT B

You sell phones and have a new customer. Note the following points:

- Your sales this year haven't been going as well as usual and you need to increase them.
- You have just received a stock of the brand new LKD phone which is the best you have seen. It includes an international call and Wi-Fi package and sells for $650 per unit. However, if you can sell more than 200 units, you could reduce the price to $600 per unit.
- You have another phone which doesn't include an international call and Wi-Fi package that you can offer for $500 per unit on orders of over 100 units. An international call and WIFI package will cost an extra $40 per phone.
- You currently have a deal on a phone for $400 if the customer buys more than 100 units, but you know that phone hasn't worked very well, and a lot of customers have had problems with it.
- Your company sells insurance for the phones but will often include that if there's a large order. The insurance is usually $70 per phone for 3 years.
- Your phones range in price from $300 up to $1500 per unit.



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