

Unit 8: Functional Language – Closing a deal

Choose the correct option.

- A:** OK, so I think we are close to a deal. As I 1 it you need the fifty tablets delivered here by the end of September?
- B:** Not quite. We need the fifty tablets by the middle of September. We also need to train the staff to use them by the end of September.
- A:** OK, no problem. We can deliver them by September 18th.
- B:** That would be great. What is the price for those?
- A:** The best I can do is \$650 each.
- B:** Including the apps we discussed?
- A:** That's normally a little more. Around \$700 each.
- B:** What about training for our staff? How long would they need?
- A:** We are 2 to give you five free training days for twenty-five employees. Each member of staff will need one day. So, you pay for twenty staff.
- B:** Could you do that between the 22nd and 29th?
- A:** No problem.
- B:** Good. So, we 3 on the dates. That only 4 the same

point as before. Price.

A: So, what you 5 is that you are happy with the tablet delivery dates and the training agreement, but you want a better price than \$700? And you want the apps included?

B: I think that just about sums it 6 , yes.

A: OK. I can agree to \$670 per tablet. In 7 , we would need you to pay by the end of September. Are you able to do that?

B: 8 it is as you say it is, we will be able to go ahead.

A: Agreed. Thank you very much.