

LISTENING TASKS FOR BUSINESS COMMUNICATION

Task 2

Phrases for Bargaining and Compromising in English

While listening activities

1. Listen carefully and complete the sentences.

Compromise involves each party in a negotiation agreeing to give up something in order to **1...** . It's a way to **2...** that while it may not be the perfect outcome for either party is satisfactory to both. Compromise becomes necessary when we want to **3...** , maintain relationships and most importantly when we **4...** that can accommodate both sides. It's an essential part of teamwork, leadership and **5...** in business.

2. Listen carefully and write down the common phrases used for compromising.

1. ...

2. ...

3. ...

3. Match the words and their meanings.

1. Middle ground

2. Trade-off

3. Settlement

- a) it is a something that you agree to give up in order to get something else.
- b) formal agreement or decision that ends a disagreement.
- c) a position or solution that is mutually acceptable for both parties.

4. Listen carefully and answer the questions from the fragment about a real world business situation.

1. What kind of disagreement appeared between team members?
2. On what the team member wanted to focus the most?
3. What kind of words and phrases did they use for compromising?