

Persuading and negotiating

1. Read the adverts. Read the sentences below and choose A, B or C.

A

City Jogging Tours

Join us as we guide you through 2,000 years of history on London's most exciting sightseeing tour. Our 6 km running tour stops off at many of London's most famous sights, such as Trafalgar Square, the London Eye, Big Ben and the Houses of Parliament. Experience London in a memorable and healthy way – book a City Jogging Tour now!

2 hour tour £8

B

EAST END EXPLORER

An insider tour of East London. Discover:

- colourful street art down tiny side streets
 - fascinating shops, including London's best record store
 - the story behind Brick Lane, Spitalfields Market and more
- We guarantee you'll see loads of places you'll want to visit again ... and again!

2 HOUR TOUR £12

C

London Movie Tour

Visit different film locations in and around London. See locations for *The Dark Knight*, *The Bourne Ultimatum*, *Pirates of the Caribbean 4* and many more. Our guides are all local actors and actresses and great storytellers!

3 HOUR TOUR £25



Which tour..

- lasts longer? A - B - C
- requires you to do physical activity? A - B - C
- takes you to the most popular city spots? A - B - C
- is exclusively in one part of London? A - B - C
- is for shopping lovers? A - B - C
- takes you to locations where famous people were? A - B - C

2. Listen to a dialogue between a tour guide and two tourists. Answer the questions.

Which tour are they talking about?

What does the tour guide offer the tourists to persuade them to join the tour?

Do the tourist accept to go on the tour?

3. Listen again and complete the phrases from the dialogue.

Persuading and negotiating

If you ..., I'll give you ...

You've got ¹ ... to lose.

That sounds ² ..., but ...

I'm not so ³ ... I still think ...

You won't be ⁴ ...

Reaching agreement

Well, you've ⁵ ... me.

OK, let's ⁶ ... for it.

4. Put the dialogue in the correct order. Listen and check.

- Nick OK, but I still think we should go on a tour. Look, here's another one. It's called East End Explorer and there's a local person as the tour guide.
- Fran Hmm, I prefer to explore things on my own. It's more fun and you get to meet local people.
- Nick Why don't we go on a tour?
- Fran We've got a free morning tomorrow. What shall we do?
- Nick Yes, and you can go shopping, too!
- Fran That sounds interesting, but the weather forecast isn't great and I don't fancy running in the rain.
- Nick Maybe, but we haven't got much time and a tour is a good way to see the sights quickly, don't you agree? Look, here's a leaflet for a city jogging tour.
- Fran OK, you've persuaded me! Let's book it.
- Nick Great! You won't regret it!
- Fran So we would get to know local people.

5. Read the dialogue again and find more ways of persuading and negotiating, and reaching agreement. Write them below.

Persuading and negotiating

Reaching agreement