

The Language of Negotiation

Lynn: Hello. Lynn Chen, sales manager for National Sugar. And my associate, John Martin.

Victor: Very pleased to meet you. I'm Victor Tang, and this is my legal adviser, Sue Penney.

John: _____

Sue: Yes, we did. Thanks.

John: _____

Victor: Unfortunately, we need to get back to Manila tomorrow.

Lynn: Well, we better get down to business. Mr. Tang, to start off with, I just want to say we believe _____ and come up with a win-win result.

Victor: Well, from our point of view, we see it as an exploratory tool. Testing the water, you might say.

Sue: We don't intend to reach any agreements at this meeting. In any case, we would need to run it past our board first.

John: You haven't heard our terms yet, you may find them _____.

Lynn: Of course, we understand you need time to consider any offer. My first priority is to keep the negotiations open.

Victor: _____, Ms. Chen?

Lynn: We're prepared to offer a very attractive price for a minimum sale, in exchange for a two-year contract. John will clarify the terms.