Ahmad, John and Betty are discussing offers for language training at their company. Complete their discussion with these phrases.

A (1) _____ discuss the three offers for Spanish training. John, (2) _____ on this?

J (3) _____ there are two very fair offers and one that seems expensive.

B (4) _____ should only consider price. (5) _____, the more expensive course includes all materials plus holding the training here.

A So (6) _____ the more expensive option also includes more?

B Exactly.

J (7) _____ We don't know the quality of these courses — have we received any recommendations?

A The more expensive course is offered by an established institute but the cheaper options have good marketing.

B But if we take an all-inclusive package, (8) _____ won't have any unforeseen costs.

J True but we should meet with the three companies first — (9) _____.

B (10) _____ we need to discuss the offers with the provider before a decision is made?

J Yes. (11) _____ on what we've discussed so far.

A OK but (12) _____ on this point. We have other items to discuss.

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