

While listening activities

1. Listen carefully and fill in the gaps.

Bargaining is the process of negotiating the terms of an agreement typically focused on the **1...** delivery or **2...** of a product or service. It's a delicate balance between getting what you want and maintaining what a **3 ...** relationship with the other party. Whether you're **4...** at a market or negotiating a multinational corporate deal the **5...** of bargaining remain largely the same. It's all about knowing what you want, understanding what the other party wants and finding a way to reach an **6...** that satisfies both parties. In order for bargaining to be successful effective **7...** is absolutely essential. In any language the phrases and words you use during a negotiation can significantly influence the **8...**. The right words can encourage an open **9...**, build trust and pave the way for agreement, while the wrong ones can shut down **10...** and create misunderstandings.

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

1. ...

2. ...

3. ...

4. ...

5. ...

6. ...

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

1. What are they discussing with a supplier?

2. What does the supplier propose?

3. What phrases did they use for bargaining?