30000-1208



Situation 2: Negotiating Terms

Buyer: Good afternoon, Ms. Johnson. I'm Peter from XYZ Enterprises. I hope you're doing well.

Seller: Good afternoon, Peter. I'm doing well, thank you. How can I help you today?

Buyer: We are interested in purchasing 1,000 units of your product Z. However, we would like to discuss the pricing and payment terms.

Seller: Of course. The standard price for product Z is $50 per unit. What terms are you looking for?

Buyer: We were hoping to get a bulk discount for ordering 1,000 units. Could you offer us a price of $45 per unit?

Seller: Let me check our pricing policies. (pause) We can offer a discount, but the lowest we can go is $48 per unit. Would that be acceptable?

Buyer: That sounds reasonable. Could we also discuss the payment terms? We usually work with a 60-day payment period.

Seller: Our standard terms are 30 days. However, for this order, we can extend it to 45 days. Is that acceptable?

Buyer: I think we can work with that. So, to confirm, the price is $48 per unit, and the payment term is 45 days.

Seller: Yes, that's correct. I'll send over the revised contract for you to review.

Buyer: Great. We'll review it and get back to you shortly. Thank you, Ms. Johnson.

Seller: Thank you, Peter. Looking forward to working with you.



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Situation 2: Negotiating Terms

Fill-in-the-Blank Questions

1. The buyer, Peter, is from _____ Enterprises.
2. The seller's name is Ms. _____.
3. Peter is interested in purchasing _____ units of product Z.
4. The standard price for product Z is _____ per unit.
5. Peter requests a bulk discount price of _____ per unit.
6. The seller offers a discounted price of _____ per unit.
7. Peter usually works with a _____-day payment period.
8. The seller extends the payment period to _____ days for this order.
9. The agreed-upon price per unit is _____.
10. The seller will send over the revised _____ for review.



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