

LISTENING PRACTICE. International Markets

Listen to the extracts. Match each extract (1-7) to one of the stages of negotiations.

 Extract 1

 Extract 2

 Extract 3

 Extract 4

 Extract 5

 Extract 6

 Extract 7

A) Tie up loose ends

B) Probe with proposals

C) Ready yourself

D) Close the deal

E) Explore needs

F) Signal for movement

G) Exchange concessions