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 movemenet

G) Exchange concessions

LIVEWORKSHEETS