



Advanced Level **Negotiation**

Aki: Hello, Aki Chan, Sales Manager for National Sugar - and my associate Kanda Nishikori.

Takumi: Very pleased to meet you both. I'm Takumi Mori, and this is my legal adviser Azusa Takeshi.

Kanda: I hope you had a pleasant flight over.

Azusa: Yes, we did thanks.

Copyright © 2018 Surely work.co

完全版テキストはレッスン前に担当講師から受け取って下さい

講師のスカイプチャットにテキスト名を送って下さい

Your teacher can send you the complete material.

Please ask them to send the complete version of this material before the lesson.
the water you might say.

Azusa : We don't intend to reach any agreements at this meeting - in any case we would need to run it past our board first.

Kanda : You haven't heard our terms yet - you may find them hard to resist!
(Takumi and Azusa exchange a raised eyebrow)

Aki : Of course we understand you need time to consider any offer. My first priority is to keep the negotiations open.

Takumi : What's your proposal Ms Chan?

Aki : We're prepared to offer a very attractive price for a minimum sale, in exchange for a two-year contract. Kanda will clarify the terms.

Idioms

Break Through

To be successful after overcoming a difficulty

We were able to break through in our efforts to find a solution to the problem.

Come back with an offer

To return to negotiations with a new offer.

We came back with a new offer and the negotiations continued smoothly.

Come down in price

To lower the price of one's product.

We decided to come down in price and try and sell our products quickly.

Copyright © 2018 Surely work.co

完全版テキストはレッスン前に担当講師から受け取って下さい

講師のスカイプチャットにテキスト名を送って下さい

Your teacher can send you the complete material.

Please ask them to send the complete version of this material before the lesson.

4. Get back
5. Get down
6. Come up
7. Win-win Result
8. Exploratory Talk
9. Board Approval
10. Loan