

Business negotiation (2)

Reaching an Agreement on the Business/
Not Reaching an Agreement



(1) Conversation

How to Make, Accept and Refuse Invitations in a Business Setting

- VICTOR: Well, it's been good to meet you Sam, and very interesting to hear about your business.
- SAM: Look, we are having a small dinner for some of our clients and friends after this. Why don't you join us?
- VICTOR: That's very kind of you. I'll just check with my associate whether they have other arrangements for us.
- SAM: Your associate is most welcome to join us too.
- VICTOR: Thank you - excuse me.
- WALTER: This is Sam Eriks from Eriks imports. He has very kindly invited us to a dinner.
- SAM: Yes, would you like to join us?
- WALTER: Unfortunately I have another engagement, but

thank you for the invitation.

SAM: Well, perhaps you could join us after that for a drink?

WALTER: Sounds great. I'd be happy to.
Where shall we meet?

SAM: How about the lounge bar here. At about ten?

WALTER: I'll see you then. Excuse me...

SAM: Lin. Victor's joining us for dinner.

LIN: Oh wonderful.

VICTOR: I hope you don't mind.

LIN: Of course not, you're most welcome.

SAM: Well, shall we make a move?

LIN: Would you mind if I just say goodbye to a few people?

SAM: No problem - we'll see you outside in a few minutes.

LIN: Okay.

(2) Activity

Roleplay

Invite your colleague for an urgent business meeting.