



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.

Kanda : Are you staying for a few days?

Takumi : Unfortunately we need to get back to Nagasaki tomorrow

Aki : Well, we'd better get down to business. Mr Mori, to start off with, I just want to say we believe we can offer you a very good deal and come up with a win-win result.

Takumi : Well, from our point of view, we see it as an exploratory talk - testing 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.

Vocabulary

Define the following words based on the conversation;

1. Associate
2. Legal Adviser
3. Flight over
4. Get back
5. Get down
6. Come up
7. Win-win Result
8. Exploratory Talk
9. Board Approval
10. Loan