

Let me sweeten
the deal – 60 cents
per cookie?



That barely
pays for the cost
of the sugar!

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English for Business Class

LESSON 11

BOB DRIVES A HARD BARGAIN

Carol from the Village Market calls Bob to discuss Susan's Scrumptious Cookies. Carol and Bob discuss how much Bob will receive for each cookie.

ビレッジ・マーケットのキャロルから "Susan's Scrumptious Cookies" の件を話し合うため、ボブに電話がありました。キャロルとボブはクッキー1個につき、ボブがいくら貰えるかを話し合いました。

Carol: Hi Bob. **How's it going?**

Bob: Fine thanks, Carol. How are you?

Carol: **Can't complain.** Bob, I've had a chance to **crunch some numbers.** I can pay you 50¢ per cookie.

Bob: That's **out of the question.** At that price, it's not worth **our while.** The ingredients alone cost us 30¢ per cookie.

Carol: Okay, let me **sweeten the deal** — 60¢ per cookie?

Bob: Carol, my wife and I need to **make a living** from this business.

Carol: Okay, okay, you've **twisted my arm.** I'll pay you 75¢ per cookie. **Take it or leave it!**

Bob: **Now you're talking!** We'll take it.

Carol: You **drive a hard bargain**, Bob.

Bob: Yes, but we make a good cookie.

Carol: Let's **get the ball rolling**. Bring me 2,000 cookies on Monday morning by 9 a.m.



IDIOMS – LESSON 11

can't complain – things are going well; I'm fine

元気、調子が良い

EXAMPLE: "How's business, Mike?" — "Can't complain. I sold a lot of computers this month."

(to) crunch numbers – to perform calculations (especially financial calculations)

計算する (特に財政上の計算)

EXAMPLE: Takashi loves to **crunch numbers**, so he decided to become an accountant.

(to) drive a hard bargain – to be tough in negotiating an agreement; to negotiate something in one's favor

(契約などで) うんと値切る、自分に有利な条件で取引する

EXAMPLE: I wanted to pay less for the car, but the salesman **drove a hard bargain**.

(to) get the ball rolling – to get started

(会議や仕事を) 始める

EXAMPLE: Let's **get the ball rolling** on this project. We've only got a week to finish it.

How's it going? – How are you?

調子はどう?

EXAMPLE: "How's it going?" I asked Ted. "Everything's fine. How are you?" he replied.

SYNONYM: How's life?