

## TOEIC 900 Business English Lesson:

### Lesson 10: International Business Negotiation

#### Role-Play Dialogue Text (Approx. 10 minutes):

**International Manager:** Good morning. We're in talks with a foreign partner and need to discuss the terms of the contract.

**Partner Representative:** Good morning. We are interested in establishing a long-term partnership.

**International Manager:** That's encouraging. I believe we should negotiate terms that ensure mutual benefits. If we clarify the responsibilities, then we could avoid future conflicts.

**Partner Representative:** I agree. What specific terms do you propose?

**International Manager:** I propose that we set clear delivery timelines and quality standards. This approach might foster trust and cooperation between our companies.

**Partner Representative:** That sounds reasonable. We should review the details and finalize the agreement.

**International Manager:** Excellent. Let's prepare a draft contract and schedule a follow-up meeting.

**Partner Representative:** Looking forward to it.

#### Comprehension Questions and Sample Answers (Approx. 5 minutes):

1. **Q:** What is the main topic of negotiation?

**A:** The discussion is about establishing a long-term international partnership and negotiating contract terms.

2. **Q:** How is a conditional sentence used here?

**A:** "If we clarify the responsibilities, then we could avoid future conflicts."

3. **Q:** Which modal verbs are featured?

**A:** “Should” and “could/might” (e.g., “we should negotiate terms,” “this approach might foster trust”).

4. **Q:** What is the proposed next step?

**A:** To prepare a draft contract and schedule a follow-up meeting.

### **Teacher’s Lesson Points (Concise Version):**

- **Prep:** Review dialogue; key terms (international, partnership, contract, responsibilities, quality standards).
  - **Intro (2–3 min):** Brief discussion on cross-cultural negotiations.
  - **Reading & Analysis (10 min):** Student reads dialogue aloud; focus on clarity and negotiation language.
  - **Comprehension (5 min):** Pose questions; provide feedback.
  - **Role-Play:** Teacher as International Manager, student as Partner Representative.
  - **Wrap-Up (2–3 min):** Summarize vocabulary; assign homework (prepare a brief negotiation proposal using modal verbs and conditionals).
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