

Lesson 10 Negotiation2

Confirming the contract

Expressions

What exactly do you mean by "payment on delivery"?

「配達の際に支払い」とは具体的にどういう意味ですか？

- What exactly do you mean by "minimum order"?
「最低発注数」とは具体的にどういう意味ですか？
- What exactly do you mean by "additional charges"?
「追加請求」とは具体的にどういう意味ですか？

Let's talk

teacher: Our price is 200 dollars, and there will be a payment on delivery.

student: What exactly do you mean by "payment on delivery"?

teacher: It means that we would like you to pay when we come deliver it.

student: I see. So I will see you on next Monday.

Questions

1. What do you say when you want to know what they mean?
2. When is the delivery?

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Expressions

If I understand you correctly,
you believe our prices are too high.

私が理解しているとすれば、あなたは私達の値段が高いと信じているという事ですね。

- If I understand you correctly,
you want us to give you a discount.

私が理解しているとすれば、あなたは私達に値下げを希望しているという事ですね。

- If I understand you correctly, you cannot deliver the
product by the proposed time.

私が理解しているとすれば、提案した時間に届けられないという事ですね。

Let's talk

teacher: I'm afraid we cannot afford your products.

student: If I understand you correctly,
you believe our prices are too high.

teacher: Yes. There is another company
which offered us a lower price.

student: We cannot give you any discount,
but I can assure the quality

Questions

1. What does the customer say?
2. What is the problem?
3. What is the solution?

Let's try

Please complete the following conversations.

1.

teacher: If you would like our products to be on time, there will be an additional charge.

student: What ----- do you ----- by "additional charge"?

teacher: I mean we have to arrange extra truck to deliver that will cost more money.

2.

teacher: We cannot spend any more money on this right now.

student: If I ----- you ----- , you want us to give you a discount.

teacher: I'm afraid so. Could you give us a 10% discount?

3.

teacher: The minimum order for this product is 50.

student: ----- by ----- ?

teacher: I mean the smallest amount that you can order is 50.

4.

teacher: We can deliver only on weekdays.

student: -----, you cannot deliver on Saturdays.

teacher: That's correct. We are closed on weekends. There will be no delivery.