

## Lesson 9 Negotiation

### Promoting the products

そろそろ会議の終わりに近づいて来ました。

#### Expressions

This model is second to none in design and durability.

この機種は、デザインと耐久性において他の製品に劣りません。

- The main advantage is that it can greatly reduce operating costs.

主な特徴は、事業費を大幅に削減できる事です。

What kind of terms can you offer?

どんな料金を提示できますか？

It's more than we expected.

それは私達が予想しているより高いです。

- That's way out of our budget.  
それは私達をはるかに越えています。
- That's a little higher than we can pay.  
それは私達が払えるよりも少し高いです。

#### Let's talk

student: The main advantage of this machine is, it can greatly reduce the operating costs.

teacher: We would be able to save much money with that.  
What kind of terms can you offer?

student: We can offer you 2000 dollars for 2 sets.

teacher: That's way out of our budget.

#### Questions

1. What do you say when you want to promote your stuff.
2. What do you say when you want to ask about the promotion.
3. What do you say when you want to say it is too expensive?

## Coming to the end

### Expressions

If we pay for the delivery costs, could you give us a 10% discount?

もし私達が配達料を支払えば、10%の割引をしていただけますか？

- If we pay up front, could you agree on a lower price?

もし一括で支払った場合、値段を下げてもらえますか？

We could accept your offer on condition that you reduce the price by 10%.

もし10%の値引きをしていただけるなら、あなたの提示を承認します。

- We could accept your terms right now on condition that you agree to pay the delivery costs.

配達料を支払っていただけるなら、この条件で行かせていただきます。

### Let's talk

student: If we pay for the delivery costs, could you give us a 10% discount?

teacher: Okay, I will check with my boss about that.

student: Please let me know. We could accept your offer on condition that you reduce the price by 10%.

teacher: Okay, I will do my best. I will let you know as soon as possible.

### Questions

1. What do you say when you want to ask for a discount?
2. How much are you trying to bring down the price?

Let's try

Please complete the following conversations.

1.

student: The main ----- of this machine is that it can greatly --- the operating costs.

teacher: We would be able to save much money with that.

What kind of ----- can you ----- ?

student: We can offer you 2000 dollars for 2 sets.

teacher: That's ----- out of our -----.

2.

student: The model is ----- to ----- in design and durability

teacher: This is the latest model. It should be expensive, isn't it?

student: We can offer you 2000 dollars for 2 sets.

Teacher: It's ----- than we -----.

3.

student: If we pay for the -----, could you ----- 10% -----?

teacher: It is very difficult. There is already a discount.

student: We could ----- your offer on ----- that you ----- the price by 10%.

teacher: I will fix the quotation and send it to you again.

4.

student: If we ----- ----- front, could you ----- on a ----- price?

teacher: Ok! I will do my best. I will let you know as soon as possible.