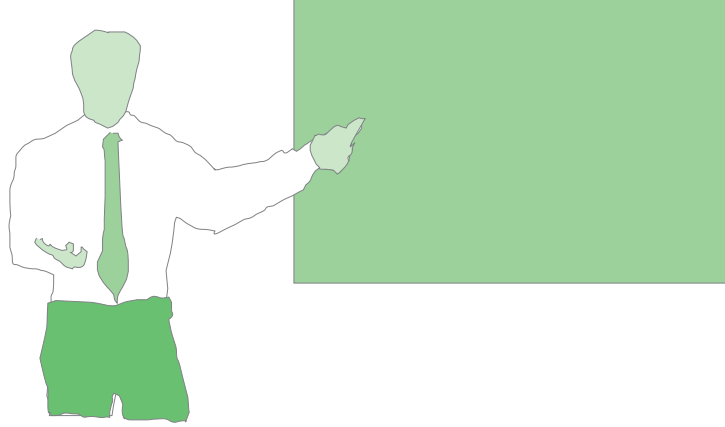


2

Making and responding to proposals 2



Vocabulary

increase 増やす

investors 投資家

proposal 提案

point of view 見解

Dialogue

Mr. Ko: From our point of view, Your proposal will help us
increase our sales this year.

Ms. Hiyoshi: Thank you Sir. When are we going to start working
on the proposal?

Mr. Ko: I will let you know after we get the cheque from our
investors.

Ms. Hiyoshi: Ok then sir. I will just wait for your call. Thank you.

 Questions

1. What will you say if you want to consider a proposal?
2. From the dialogue, was the response positive, neutral or negative?
3. Which sentence affirmed that the response is positive, neutral or negative?

 Expressions

Your View on the Proposals

提案についての自分の意見

From our point of view...

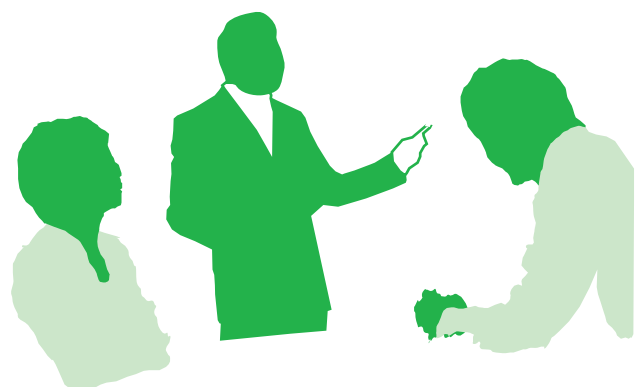
私達の視点からですと

For our company...

私達の会社にとっては

As we see it, you want...

私達が見る限りあなたは～を求めているのですね。



Checking the Proposals

Is that how you see it?

それがあなたの見解ですか？

Do you have other ideas?

他に案はありますか？

How does that sound?

これはいかがでしょうか？



 Exercise

A. Fill in the blanks. Listen and Check.

Respond proposal alternative

Aki: Let me see if I have this correct. From your _____ . It is important to order the units earlier to get discounts?

David: Right. We don't want to keep a lot of back stock. That's why we are giving out discounts for early buyers

Aki: Then may I ask if there is an _____ proposal to get discounts? What about for bulk orders?

David: Before I _____ to that offer, let me do a few calculation of my own.

B. Step 1: Ask the teacher the following questions (to set example)

Step 2: The teacher will ask you

1. In your own point of view, is it necessary to have alternative proposals before considering first proposal?
2. Have you offered a proposal? What is it?
3. Have you accepted a proposal? What is it?
4. If you are going to propose a plan in the company/school you work for what would it be?