

## Lesson 17

## 1 PHRASE OF THE DAY

今日のフレーズ

## Are you willing to ...?

～していただけますか？

## 2 SITUATION

状況

Rachel is negotiating a better price for materials.  
レイチェルは素材の仕入れ値について交渉しています。



## 3 DIALOGUE

ダイアログ

Directions: First repeat after your tutor and then practice each role.

**Rachel:** We like your proposal, but we still need to come to terms on the price.

**David :** We've already given you our rock-bottom price but we will try to be negotiable.

**Rachel:** Good. Could you do better on the quoted price for the materials?

**David :** We might be able to trim a little off of that. How about if we discount that by 10%?

**Rachel:** That's an attractive offer, but **are you willing to** do 20%?

**David :** How about meeting me halfway at 15%

**Rachel:** You drive a hard bargain. Ok, it's a deal.

## 4 VOCABULARY

語い

Directions: First repeat after your tutor and then read aloud by yourself.

**proposal** 提案

**rock-bottom** 底値

**trim a little** 少し調整する

**discount** 割引

**meet me halfway** その間で

**a hard bargain** きつい価格交渉

## Lesson 17

## 5 LANGUAGE FOCUS

今日のポイント

## Are you willing to ...?

~していただけますか？

Meeting – Negotiating

Directions: First repeat after your tutor and then read aloud again by yourself.

**NEGOTIATING/BARGAINING**

If you can guarantee ... then we will agree

If you (do something), we can...

How about ...?

Would you be willing to ...?

Instead of ..., could you ...?

**ACCEPTING/REJECTING**

I'm afraid I can't agree to that.

That's not what I had in mind.

That seems reasonable.

That's fine/great/acceptable.

## 6 ACTIVITY

練習

Activity 1: You are a manager of a company who wants to change the corporate colors, your tutor is a member of the marketing team who thinks it's a bad idea. Try to negotiate with your tutor to change the colors.

Activity 2: Choose a role, customer or supplier and negotiate the best deal you can with your tutor using the information below.

**Supplier**

- payment in dollars
- 20% down payment
- guaranteed minimum order

**Customer**

- bulk purchase discount
- 1-week delivery
- free extended warranty (1 year)

**Hints**

ヒント

**warranty** 保証**corporate** 法人の**marketing** マーケティング**guaranteed** 保証された**bulk discount** 一括購入割引**extended warranty** 保証延長