



Conversation

Business negotiations – Exercise

Fill in the gaps in this conversation.

A: ... **Broadly speaking** ..., we're quite happy with your proposal., our main is your unit price, which is higher than your competitors'. we're looking to a large order, we were for some form of on the list price.

B: I see where you're from, but I'm afraid we don't have much room for on the list price. It's company

A: What exactly do you by 'company'? Could you on that please?

B: Yes, let me In order to the high standard of our products, we buy high quality, and because of this, we're to offer any discounts of the size of the order.

A: So, if the price is, what can you on?

B: We have some to negotiate on shipping and training

A: Would you be to offer us those completely

B: Unfortunately, that isn't a option for us, but into the size of your order, we may be able to offer you half price on both.

A: I don't think that would be for us. We might have a if you were to all the shipping costs and us a 50% discount on training.

B: I think we could go that, but I do have to with my manager first. Can I to you on this?



A: Certainly. There's one other point we need to discuss, and that's times. Is there you could them to,, one month from the date of the order?

B: We would to that you paid a at the time of the order.

A: I'm not in a to make that decision, but I will it by the board and can hopefully get their

B: Excellent. Before we, shall we just what we've agreed?

A: Yes, that's a good idea. There are also some I need to with you.