

# 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