

Teacher notes

Negotiating

Language point

Business English - Negotiating
Second conditional

Aim

To practise the second conditional.
To practise language for negotiating.

Activity

Students write and act out a dialogue.

Organization

Pair work

Preparation

Make enough copies of the activity for the number of students in your class.

Cut up the activity along the lines.

What do I do?

- 1 Put students into pairs.
- 2 Give the supplier card to one student in each pair and the customer card to the other.
- 3 Students roleplay the situation.
- 4 Now hand out the second half of the activity. Students write the dialogue they have just been roleplaying.
- 5 One pair acts out their dialogue for the rest of the class.

NEGOTIATING

supplier wants:
payment in dollars
customer to pay a 20% deposit immediately
recommendation to other customers!



customer wants:
a discount for bulk purchase
delivery earlier
to extend the 1 year warranty period



Supplier: I would like you to pay in dollars

Customer: If I paid in dollars, would you give me a discount for bulk purchase?

Supplier: Yes, that's possible.

Customer: _____

Supplier: _____

Customer: _____

Supplier: _____

Customer: _____

Supplier: _____

Customer: _____

Supplier: _____