A. Common Mistake (よくある間違い)

Read the article below and see if you can improve it.

下の文章を読んで、改善できる点はないか探してみましょう。

Sheila: Do you offer discounts for large orders?

Brad: No, we don’t offer discounts for large orders.

Sheila: I didn’t know that.

Brad: Yes, that’s our current policy.

Sheila: I see.

Brad: I hope you understand. How many units did you want?

Sheila: Maybe 100 but that depends on price.

Brad: I understand.
B. **Today’s point**

Check those points with your tutor.

講師と一緒に、以下のポイントを確認しましょう。

Successful negotiation requires the ability to ask, listen to, and affirm what the other side is saying.

Listen to the proposal and identify the problem. Use expressions like, “What’s your policy on...?” and “How did you arrive at that?”

It’s important to listen to and confirm what the other side is saying.
Be sure to fully comprehend the area of disagreement by saying, “The area where we disagree is...”

C. **Natural Conversation**

Read the following sentences with your tutor keeping today’s points in mind.

Today’s pointに注意しながら、以下の文章を読みましょう。

Sheila: What’s your policy on cost for large orders?

Brad: Our policy for large orders doesn’t differ from our policy on smaller orders.

Sheila: I see. How did you arrive at that?

Brad: Cost is based on each individual unit sold.

Sheila: So the area we disagree on is your policy on discounts?

Brad: It appears so. How many units are you interested in purchasing?

Sheila: We are interested in 100 units to begin with, but of course it depends on price.

Brad: Okay, I think I understand where you’re coming from.
D. **Practice (練習問題)**

Answer the questions.

以下の問いに答えましょう。

1. Think of a time when you had to work out a disagreement. Were you able to listen to the other side?

2. Do you consider yourself a good listener?

3. Are you able to listen objectively?

E. **Exercise (演習)**

Do a rollplay with your tutor on the topic below using what you learned today.

今日学んだことを活かして、以下のトピックについて講師とロールプレイングしてみましょう。

In pairs, create a scenario in which a disagreement is being discussed. Listen to the other side, and confirm your understanding of the situation.