weblio英会話

Negotiation, Lesson 3: Proceed with the negotiation and accept/reject the other side's proposal
（交渉 レッスン2：交渉を進め、相手方の提案を受諾/拒否する）

A.　　Common Mistake　（よくある間違い）

Read the artcle 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: So how much for 100 units?

Brad: It will be $10,000.

Sheila: How about $8,000?

Brad: As I said before, no discount.

Sheila: Okay, we'll buy 100 units at that price./Sorry, we can't buy 100 units at that price.

Brad: Fine. So you can accept our proposal?/I understand. So you can't accept our proposal?

Sheila: Yes, we can accept your proposal./No, we cannot accept your proposal.

Brad: I'm glad./That's too bad.

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B.　　Today's point （今日のポイント）

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。

Try to remain objective when listening to the other side's proposal.
Try also to not be too critical, instead showing your effort to learn something about
the proposal.

When accepting a proposal say, "Yes, I think we can do business on that basis."
When rejecting a proposal say, "I'm afraid we can't accept …"

C.　　Natural Conversation （会話練習）

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: Can I have an estimate for 100 units?

Brad: Certainly. We're looking at $10,000.

Sheila: Is there any way we can talk you down to $8,000?

Brad: I'm sorry, but we can't go below $10,000.

Sheila: Okay, we'll buy 100 units at that price./Sorry, we can't buy 100 units at that price.

Brad: Great, I think we have a deal./I'm sorry we can't make a deal.

Sheila: Yes, we can do business on this basis./I'm afraid we can't accept your proposal.

Brad: I look forward to doing business with you./I'm sorry it didn't work out.

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D.　　Practice （練習問題）

Answer the questions.

以下の問いに答えましょう。

1. Have you ever had to discuss price in a negotiation?

2. Have you ever ben in a position to accept or reject an offer?

3. Have you ever felt uncomfortable rejecting an offer?

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 where one person makes a proposal, and the other person either accepts or rejects the proposal. Then switch roles.