



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: I'm being pressured to get a good price.

Brad: I know it must be difficult. We're ready to offer 100 units for \$10,000.

Sheila: You can't go lower?

Brad: No, we can't.

Sheila: So no special deals for an order of 100 units?

Brad: That's right. It's the best deal on the market, and as a vendor, we can't go lower.

Sheila: Not even 5% lower?

Brad: No, then we would have to do that with our other customers.

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。

Ask the other side to provide more concrete information.

Try not to force the other side to answer with "yes" or "no." The aim is to get information from the other side.

To confirm the other side's point of view, you might start by asking, "Am I right in thinking that...?"

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: My department head would really like for me to get this price down.

Brad: I understand that. However, we're ready to offer 100 units for \$10,000.

Sheila: Am I right in thinking that you can't go lower than \$10,000?

Brad: I'm sorry, but that's correct.

Sheila: And you can't currently offer any special deals?

Brad: Not at the moment, no. It really is the low end of the market price, and as a vendor, we really can't go lower.

Sheila: Not even just a little, say 5% lower?

Brad: No. Then we would feel obliged to offer that price to all of our customers, and it's impossible to do that right now.

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 experienced difficulty getting someone to provide information during a negotiation?
2. How do you get people to provide information without pressuring them unnecessarily?
3. Have you ever had to politely tell someone "no"?

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。

With a partner, pretend you are trying to get more information about a proposal. Discuss the details of the proposal and confirm the other side's viewpoint.