



### 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。

Brad: Can we proceed?

Sheila: How about 100 units for \$9,000?

Brad: I don't think that's possible.

Sheila: You're sure?

Brad: Quite sure.

Sheila: Can you reconsider?

Brad: We'll have to look at other factors.

**B. Today's point (今日のポイント)**

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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。

Don't present your idea as an absolute fact, and explain how your idea has been formed.

Don't exaggerate the story.

See if the other side is open to an alternative idea. Start by saying, "We'd be grateful if you～."

**C. Natural Conversation (会話練習)**

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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。

Brad: Shall we proceed?

Sheila: Certainly. We'd be grateful if you could give us 100 units for \$9,000.

Brad: This might be difficult.

Sheila: Can you elaborate on that?

Brad: The price we're offering is quite low, and our other customers pay the same amount.

Sheila: Perhaps we can work something else out.

Brad: I'll give it consideration.

**D. Practice (練習問題)**

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Answer the questions.

以下の問いに答えましょう。

1. Are you comfortable asking people to explain their reasoning?
2. Have you ever had to explain how your idea has been formed?
3. Think about a time when you were pressured to give an immediate answer.  
How did you deal with that situation?

**E. Exercise (演習)**

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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。

Imagine you are participating in a discussion about price.

You are the vendor, and you need to explain to your customer why you can't offer a better price.