



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: So where does this leave us?

Brad: I've thought about it some more, and came up with something.

Sheila: Like what?

Brad: We can waive the delivery charge.

Sheila: That might be a good idea.

Brad: You like that idea?

Sheila: It's not ideal but it's better than nothing.

Brad: I see.

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。

When the negotiation is difficult, you can try to compromise by adjusting your proposal so that it meets the needs of the other side.

Make sure you provide an alternative solution that satisfies the core essence of both proposals.

When you provide an alternative idea, start off by saying, "Alternatively, we could also provide..."

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: So where does this leave us?

Brad: I've given it a lot of consideration, and think I came up with a good solution.

Sheila: I'm interested in hearing your idea.

Brad: Well, alternatively, we could provide you with the option of waiving the delivery fee.

Sheila: Yes, that might work.

Brad: So you will consider this option?

Sheila: Certainly. It's something we can work with.

Brad: Excellent. I'm happy to move forward with this idea.

D. Practice (練習問題)

Answer the questions.

以下の問いに答えましょう。

1. Consider a time when you had to compromise during a negotiation. Were you able to offer an alternative solution?
2. If so, was the other side satisfied with the compromise?
3. Did the other side request additional time to consider the proposed compromise?

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。

Find a partner and make them a business offer. Your partner must act dissatisfied with with the proposal. You then have to offer an alternative solution.