



### 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。

Kei: Do others agree on this?

Bob: Actually, no. I am definitely against this idea.

Kei: Why?

Bob: Because we're missing an important step. Before even evaluating the value of the division, wouldn't it be better to determine the weakness of the company?

Kei: I don't understand. What do you mean?

Bob: For example, we need to look at our competitors, and the markets, and then figure out the cost to run the division.

Kei: And then? Where does that leave us?

Bob: Then we'll have the information we need to pinpoint our weakness. But without doing any of this, I don't agree with Sue's proposal.

Kei: I guess we have to work on this some more.

**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。

To express different degrees of disagreement, these expressions are useful: "I agree up to a point, but...", "I cannot say that I accept your view," and "I am absolutely opposed to."

It's important to remember that when you disagree with others in a professional setting, you should always try to propose an alternative idea. If you don't, it will sound like you are only complaining and not making enough effort to help the team find a solution.

**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。

Kei: So, how do others feel about this. Any other insights to share?

Bob: Actually, I am absolutely opposed to this idea of selling so quickly.

Kei: Is that so. Do you care to elaborate?

Bob: Yes...it's quite simple. We're bypassing a vital step; that is, before we sell, wouldn't it be more prudent to determine what our weakness really is?

Kei: Sorry, I don't follow. Didn't we already determine our weakness is the motorcycle division?

Bob: Yes, but we have no strong evidence to back this up. We are neglecting to look closely at our competitors, to see what edge they actually have over us. Plus, we must consider the markets, and only then can we determine the actual cost of running the division.

Kei: I agree up to a point, but I can't say I completely accept your view. Where does this leave us? How much longer will we be saddled with the motorcycle division?

Bob: As soon as we gather the necessary data, we'll have all the information we need to pinpoint our weakness. Then we'll be able to sell with confidence.

Kei: I see your point. It looks like we have a lot of work ahead of us.

**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. Do you feel uncomfortable when disagreeing with a coworker? Why or why not?
2. Do you believe that disagreement is an important step to making progress at work?
3. Do you think learning to disagree politely, yet assertively, is an important skill?  
Why or why not?

**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。

Find a partner and choose a topic for discussion. Practice using different degrees of disagreement using the expressions above.  
Reverse roles.