

(Read this direction silently.)

➤ Let your student read aloud the following words and definitions. Check your student's pronunciation. Then, ask your student to construct his/her own sentence using each word on the list.

If the student is unable to construct a sentence, you may read the sample sentence provided and ask the student to repeat. You may provide short scenarios to aid the student in understanding the words.

Word/Expression	Definition	Sample Sentence
phrasal verb. bring forward	to present for consideration	Construct a sentence using " bring forward ". Tutor's sample sentence: Don't forget to <u>bring forward</u> the proposal during the meeting tomorrow.
phrasal verb. call back	to call someone for the second time	Construct a sentence using " call back ". Tutor's sample sentence: The manager is out today; can you <u>call back</u> later?
n. compromise	the act or practice of each side giving up something in order to reach an agreement	Construct a sentence using " compromise ". Tutor's sample sentence: A negotiator must always be ready to seek <u>compromise</u> .
n. advocate	a person who expresses support for a particular idea or way of doing things	Construct a sentence using " advocate ". Tutor's sample sentence: The president is a staunch <u>advocate</u> of environmental protection.
n. bad faith	intention to deceive someone	Construct a sentence using " bad faith ". Tutor's sample sentence: The contract was signed in <u>bad faith</u> .

(Read this direction silently.)

➤ Read the text below to your student. Let your student study the given data below. Ask your student to interpret the data. Then, discuss.

If the student cannot interpret the data, you may provide a brief explanation or background.

You are an advertiser of a TV network.

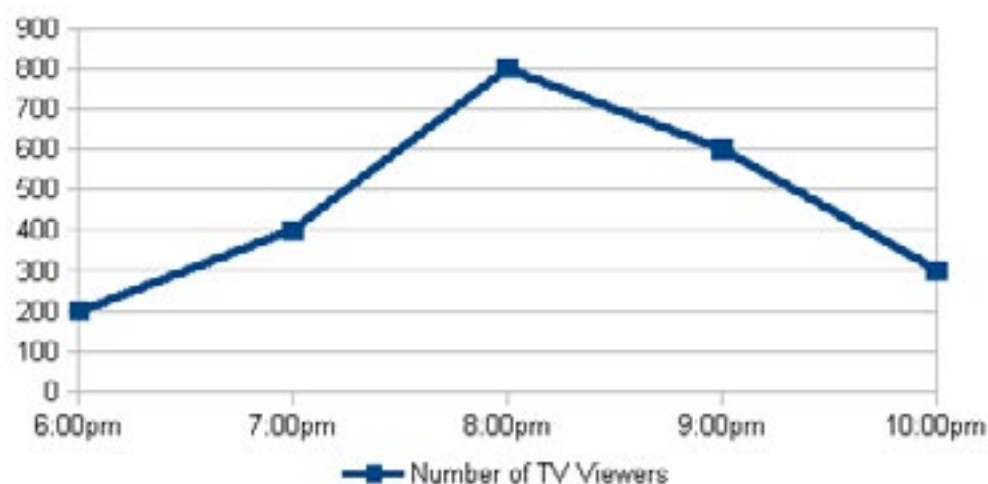
Your client plans to advertise alcoholic beverages in your network.

He would like to know how many people are tuned to your network during prime time.

Make sure to follow the format below in your explanation.

- introduce the general idea
- enumerate main points
- make a conclusion

Average number of prime time TV viewers (in millions)



(Read this direction silently.)

- Let your student read the passage below silently. Then, discuss with your student.
Ask your student how he/she would deal with the situation.

During your presentation of the graph, your client said that he would like to advertise in another TV network because your network's family-oriented soap operas during the 8:00pm time slot do not suit his product. How would you convince him to advertise in your TV network?

Sample Answer:

I would offer the best price for advertising during our 8:00pm until 10:00pm slots. I would also ask how many ads the client is planning to air with our network in order to check their ads' suitability with our time slots and programs. Customizing the schedule of the ads accordingly would also help. The client may be asked to join us as we do so to meet his/her demands and expectations.

(Read this direction silently.)

➤ Let your student read the text below silently. Make sure your student answers in 4-5 sentences.

You may ask your student to choose from the following:

(a) Answer each question verbally. One minute is allotted per question.

Feedback will be given after each item.

(b) Answer all three questions in written form. Send it to your tutor via chat.

Feedback will be given after the activity.

▶ Everything is negotiable.

Sample:

Negotiability varies from person to person or between businesses. For a skilled negotiator, he may see that everything is negotiable. However, people holding high regard for their principles believe there are non-negotiables. It really depends on a person's personal views and experiences.

▶ An effective negotiator has an ability to predict future outcomes of the negotiation process.

Sample:

Effective negotiators do not predict outcomes. Instead, they prepare for what's ahead of them. They identify the problems or challenges they might face. Sometimes negotiations don't go as planned, so effective negotiators handle situations with wisdom and composure.

▶ Negotiations can always reach a win-win conclusion or solution.

Sample:

It depends on the type of negotiation. It is possible to reach a win-win conclusion or solution with joint ventures, peace talks, and business-related negotiations. However, it is also possible to have a win-lose conclusion with arbitrations and settlements. Results of negotiations vary depending on the situation.