

➤ Study the following words and their definitions with your tutor.
Then, construct your own sentences using each word on the list.

Word/Expression	Definition	Sample Sentence
v. cave in	to agree into something that someone previously did not want to accept	Construct a sentence using “ cave in ”.
n. bargain	an advantageous agreement between groups	Construct a sentence using “ bargain ”.
n. commodity	goods; products	Construct a sentence using “ commodity ”.
n. deal points	things/points that are important in order to close transactions	Construct a sentence using “ deal points ”.
n. trading points	things/points that are not important but can be used in exchange with deal points	Construct a sentence using “ trading points ”.

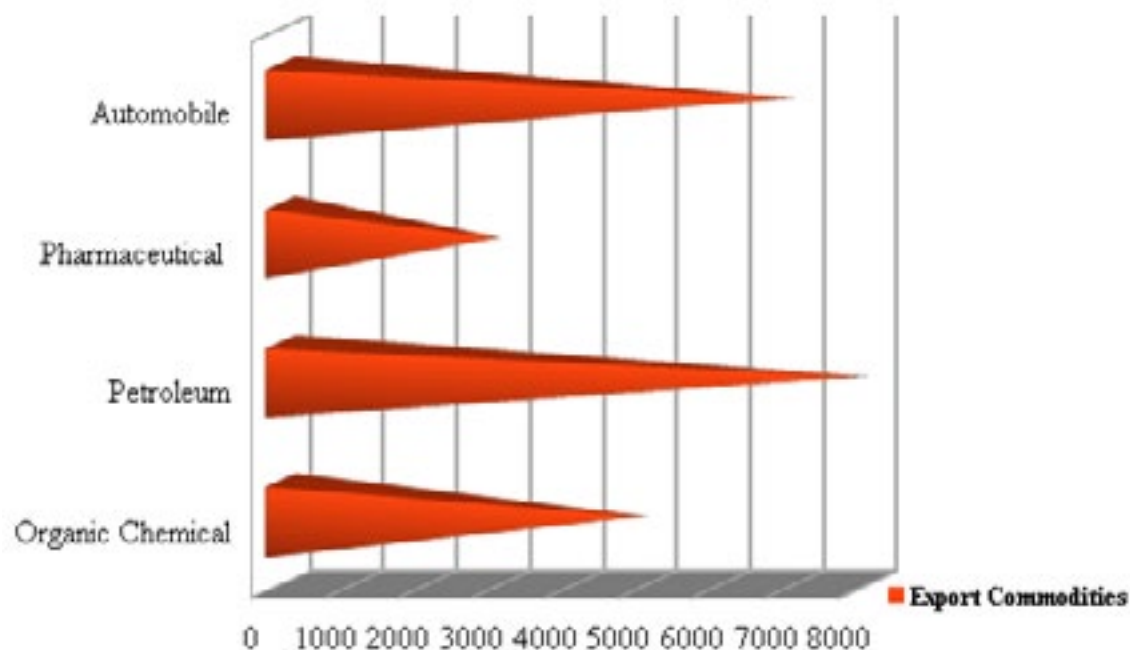
- Listen to your tutor as he/she reads the text.
Study and interpret the given data. Then, discuss with your tutor.

For the upcoming 2018 Entrepreneurial Conference, you're assigned to discuss the assessment report of exportation commodities.

Make sure to follow the format below in your explanation.

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

2018 ASSESSMENT REPORT OF EXPORT COMMODITIES



Activity 3 Problem-solving

5 min

Negotiation: Negotiating arrangements
Business English for Expert **weblio** 英会話

- Read the passage below silently. Then, discuss with your tutor.
In your discussion, talk about how you would deal with the situation.

As a conclusion of the recent conference with your shareholders, you need to win the negotiation about the 2018 assessment report of export commodities to your clients, renew the contracts and come up with a new game plan. The decrease in assessment of Pharmaceutical export commodities was caused by border control with the customs. It resulted in the delay of goods before it even entered the market.

➤ Read the text silently. Express your opinion on each statement in 4-5 sentences.

- ▶ The goal in negotiation is to get the best deal.
- ▶ To close a transaction, one must know how to bargain.
- ▶ An excellent negotiator is decisive.