

(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
v. <b>cave in</b>	to agree into something that someone previously did not want to accept	Construct a sentence using “ <b>cave in</b> ”. Tutor's sample sentence: <b>After the long discussion, he finally <u>caved in</u>.</b>
n. <b>bargain</b>	an advantageous agreement between groups	Construct a sentence using “ <b>bargain</b> ”. Tutor's sample sentence: <b>She got a <u>bargain</u> at the auction.</b>
n. <b>commodity</b>	goods; products	Construct a sentence using “ <b>commodity</b> ” . Tutor's sample sentence: <b><u>Commodity</u> prices were rising.</b>
n. <b>deal points</b>	things/points that are important in order to close transactions	Construct a sentence using “ <b>deal points</b> ” . Tutor's sample sentence: <b>The shareholders get to an impasse on <u>deal points</u>.</b>
n. <b>trading points</b>	things/points that are not important but can be used in exchange with deal points	Construct a sentence using “ <b>trading points</b> ” . Tutor's sample sentence: <b>The table shows how many <u>trading points</u> you'll receive for each transaction by giving an amount of \$1,000.</b>

(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.

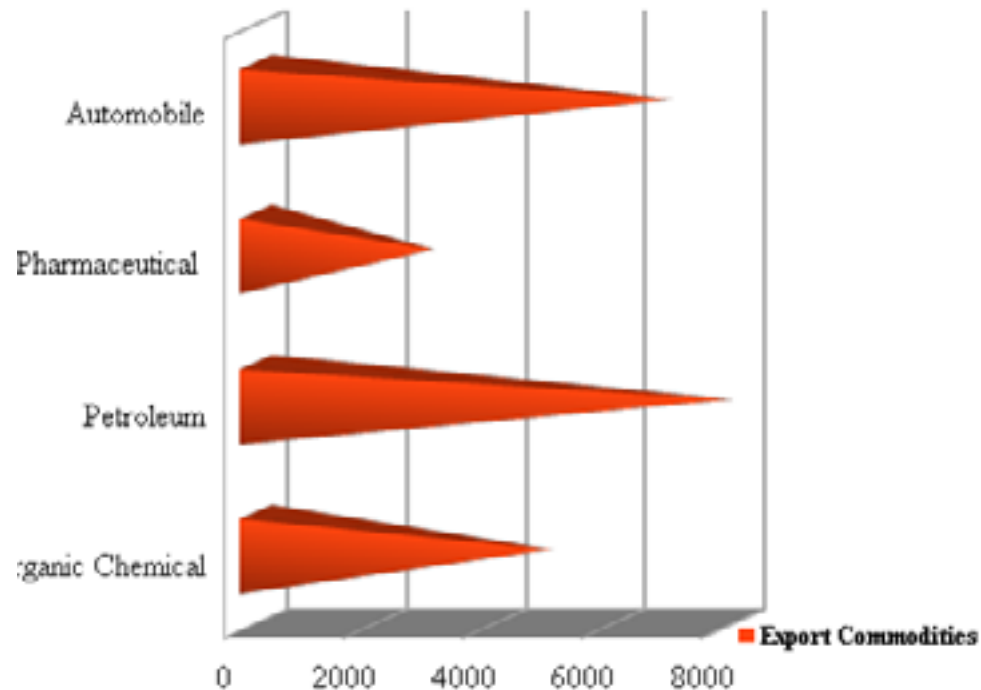
If the student cannot interpret the data, you may provide a brief explanation or background.

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



(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.**

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.

### Sample Answer:

On the 2018 Assessment Report of our export commodities, it shows there that we excelled in exporting petroleum. On the contrary, our Pharmaceutical commodities decreased due to border control in some countries. As you know, they tighten their security when it comes to export products, but I can assure to you that our operations would still be the same. It's our first time to encounter such problem but that doesn't mean we'll stop the export of pharmaceutical commodities.

(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.

▶ The goal in negotiation is to get the best deal.

Sample:

Yes, I strongly agree that the goal in negotiation is to get the best deal for both parties. Achieving win-win solutions or compromising are ways to close a negotiation.

▶ To close a transaction, one must know how to bargain.

Sample:

If they know what they want to achieve, and with objectives in mind, they'll surely find ways to get them.

▶ An excellent negotiator is decisive.

Sample:

I agree that a salesman must have good buying and selling skills in order to close a transaction.