

Practice

Jun: Thank you for coming all the way. Pleased to meet you.

Did you have a good journey flight?

Kevin: Yes, thank you. Well, I don't want to waste your time so let me get to the point. As I already emailed you earlier, we'd like to purchase your products under one condition.

Jun: I just read your email but was it about the price?

Kevin: Yes, would it be possible to lower the price by 15 percent?

Jun: Oh, 15 percent... I'm afraid that might be a little difficult. As you know, this is the best price that we can offer you.

Kevin: Absolutely, but this time we are considering buying your products in bulk. I would really appreciate if you could give us some discount.

Jun: I understand. We'll take that into consideration.

You are always our favorite customer after all.

Kevin: We would really appreciate that. Thank you so much.



1. Have you heard any tips for negotiation?

2. Have you used any of those tips?

Vocabulary & Expressions

- I'm afraid that we wouldn't be able to agree to those terms.
- I'm sorry. It seems we are unable to come to an agreement.
- The price I quoted last week is the best we have to offer you.
- Could you be a little more flexible?
- Could you let me check with my boss about this?
- Please contact the person responsible for more information.
- Please let me consider and I'll get back to you.
- It's possible that we could agree to that condition.
- Could you be more specific?
- Do you mean _____?
- I think we have a deal.
- I agree with you on that point.
- I think you've covered everything.
- If you buy 3 or more cases I can offer you a discount.
- That's a fair suggestion.
- So what you're saying is that you...
- I don't see any problem with that.

