

5

Making deals

► collocations for negotiating

► e-tail transactions

Internet research

Search for the key words *principled negotiation* to find out about a popular approach to negotiation.

5.2 Vocabulary Negotiating and retailing

Discussion


1 'You can do everything in an e-store that you can do in a high-street store, except touch the product.' Do you agree? What can you do in an e-store that you can't do in a high-street store?

Collocations

2 Complete the collocations for negotiating by choosing the correct noun from the boxes for each group of three verbs.

a discount an order a price a proposal the benefits the details					
place		bring down		offer	
take	1 _____	quote	2 _____	ask for	3 _____
fill		state		grant	
a compromise a deadline a deposit costs fee negotiation					
subject to		pay		a monthly	
open to	7 _____	require	8 _____	an annual	9 _____
under		put down		an entrance	
hidden		meet		seek	
extra	10 _____	miss	11 _____	offer	12 _____
fixed		extend		find	

Listening

3  **2.08-2:15** Listen to eight extracts from negotiations. What's happening in each case? Complete the descriptions with an appropriate verb or expression from Exercise 2.

- Extract 1: A supplier is _____ an order.
- Extract 2: A buyer is trying to _____ the price.
- Extract 3: A buyer is _____ a bigger discount.
- Extract 4: A seller is _____ a proposal.
- Extract 5: A negotiator is saying that availability is open to/subject to _____.
- Extract 6: A seller is asking the buyer to _____ deposit.
- Extract 7: A customer is complaining that a supplier has _____ deadline.
- Extract 8: A negotiator is _____ a compromise.

Write two similar extracts illustrating two more of the collocations. Read them to a partner, who should try to identify the collocations you are referring to.