

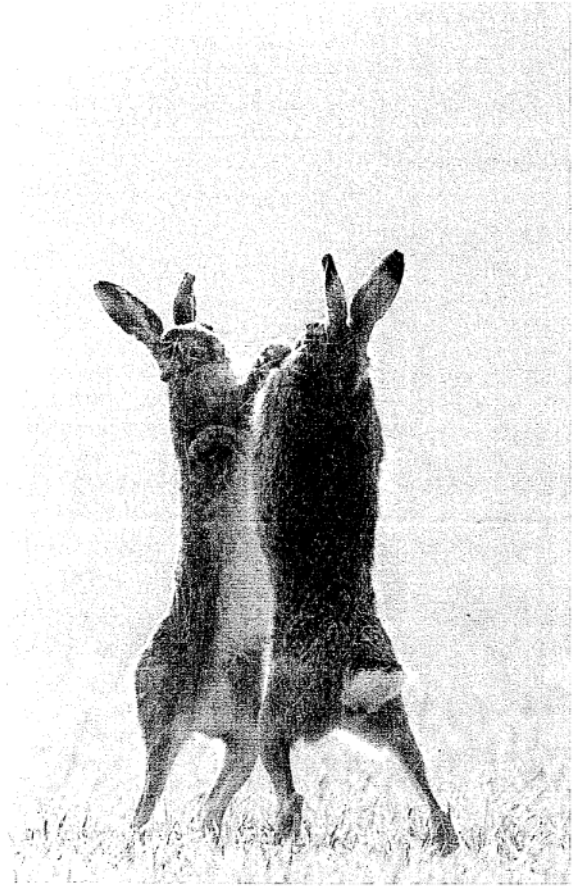
- ▶ identifying factors for successful negotiations
- ▶ expressions for negotiating a compromise
- ▶ negotiating a deal

### 8.4 Speaking Negotiating a compromise

#### Discussion

**1** Discuss what compromise might be found in these situations. How satisfactory is the compromise for each party?

- 1 Management at a car plant have offered a 5% pay increase in response to workers' demands for 10%. The workers have threatened to strike. Both sides are willing to discuss productivity and benefits. What compromise could they reach?
- 2 The top national newspaper has published evidence of corruption in a major company. Unfortunately, the company is the newspaper's most important advertising customer. How can the two parties reach an agreement to maintain their business relationship?
- 3 A dairy producer sells most of its products to a major supermarket chain which has been making late payments. The supermarket claims the suppliers' products have fallen in quality. What could each side do to improve their relationship?



#### Listening for detail

**2** 2:50 Leah works for an American fair trade chocolate manufacturer and Alfredo represents a workers' cooperative in Ecuador. Listen to a contract negotiation for cocoa beans and answer the questions.

- 1 What do they agree on within these topics?
  - the fair trade premium for top grade cocoa beans
  - prefinancing/advance payments
  - growing the crop under shade trees
  - children under fifteen
- 2 What went wrong in the negotiation?

**3** 2:51 Listen to the second version of the negotiation and answer question 1 in Exercise 2 again. Why is this version of the negotiation more successful?

**4** 2:51 With a partner, find suitable words to complete the expressions in the checklist for negotiating a compromise. Then listen again and check your answers.

#### Useful expressions: Negotiating a compromise

##### Offering a compromise

I am ready to ..., on the understanding that you ...  
 I'm prepared to \_\_\_\_\_ you half way.  
 Shall we split the difference?

##### Accepting a compromise

That \_\_\_\_\_ fair.  
 I can \_\_\_\_\_ with that.

##### Accepting with conditions

We are \_\_\_\_\_ to agree to ..., provided that ...  
 I'd be \_\_\_\_\_ to ..., unless ...

##### Rejecting a compromise

I'm sorry, but I'm not sure that would work.  
 I think we'll have to \_\_\_\_\_ to disagree on that.  
 I'm afraid you put me in a difficult position.