

Internet research

Search for the keywords *corporate barter*. Make a list of benefits companies can derive from this type of trade.

Practice

5 With a partner, suggest more appropriate expressions for this negotiation, and then practise the conversation.

A: I can pay ten per cent more, but you work Saturdays as well.

B: No way! I coach my local swimming team on Saturday afternoons.

A: How about 50–50? I pay five per cent more and you work Saturday mornings.

B: No. Not unless I can keep the company car at the weekend.

A: Deal!

6 Work with a partner. Using the framework below, take turns to be A and B and practise compromising in the following situations:

- 1 Student A wants to organize a two-day fair trade conference in Berlin. Student B prefers a week in Hong Kong.
- 2 Student A wants to sell fair trade chocolate in cheap 1kg bars. Student B wants to sell it in expensive, individually-wrapped squares.
- 3 Student A is a coffee grower and wants a five-year contract and a guaranteed minimum price. Student B is a manufacturer and wants a one-year contract and an index-linked price.
- 4 Student A wants to sell as many fair trade products as possible in their supermarkets at higher prices. Student B wants to sell the cheapest products at the lowest prices.

Student A

Student B

Offer a compromise

Reject the compromise

Offer another compromise

Accept with conditions

Accept/reject

eWorkbook

Watch the video to help you!

Negotiation

7 Work with a partner. You represent small neighbouring countries in trade negotiations with each other. Student A: read the instructions and table below. Student B: look at page 118.

Student A

You have a surplus of some commodities and a shortage of others. Relations between your country and Student B's country are very friendly. Negotiate a deal with Student B to get the commodities you need.

	You have	You need	After negotiation, you have
Coal	4 million tons	1 million tons	
Gas	2 billion cubic meters	5 billion cubic meters	
Oil	0	200 million barrels	
Wheat	3 million tons	1.5 million tons	
Coffee	0	2,000 tons	
Tobacco	40,000 tons	25,000 tons	
Steel	8 million tons	6 million tons	
Gold	20 tons	20 tons	
Aluminium	200,000 tons	350,000 tons	
Chemicals	1 million tons	2 million tons	