

### 3.6 Case study: Backchat Communications

#### Negotiation (page 73, Exercise 7)

##### Sellers

Follow the instructions below to calculate your score.

	Score
Give yourself 1 point for every Basic contract sold.	
Give yourself 2 points for every Smart contract sold.	
Give yourself 3 points for every Hi-tech contract sold.	
Give yourself 1 point for every 18-month contract sold.	
Give yourself 2 points for every 24-month contract sold.	
Give yourself 1 point for every extra sold.	
Deduct 1 point for every extra given free.	
Deduct 1 point for every 5,000 <i>won</i> discount given.	
Total	

### 3.4 Speaking: Negotiating a compromise

#### Negotiation (page 107, Exercise 7)

##### Student B

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

	You have	You need	After negotiation, you have
Coal	1 million tons	2 million tons	
Gas	4 billion cubic metres	4 billion cubic metres	
Oil	300 million barrels	100 million barrels	
Wheat	1 million tons	1.5 million tons	
Coffee	6,000 tons	2,000 tons	
Tobacco	0	30,000 tons	
Steel	1 million tons	4 million tons	
Gold	0	20 tons	
Aluminium	400,000 tons	350,000 tons	
Chemicals	3 million tons	2.5 million tons	