

## Market Leader Intermediate Assignment 9.3

Pages 87 - 89

### Skills – Parts C & D

Complete the exercise of putting negotiation steps in order. Then use the audio track to try to match the steps with the extracts.

### Skills – Part E

Look through the phrases below and consider how you can use them as a buyer or seller. In class, you will practice both roles with your teacher by bargaining as if you are in a market that does not have fixed prices. Through your negotiations, try to apply the “useful language” terms and the phrases below.

#### **Buyer: Get a good deal**

How much is this?  
I'm sorry, that's way too **(adjective)**  
I'll give you \$\$ for it.  
\$\$ is all I have.  
How much is it if I buy two?  
What *after-sales service* do you provide?  
Does this have a money-back guarantee?  
Is it cheaper if I use another *method of payment*?

#### **Seller: Get a high price**

Can I help you?  
This is the **most (adjective)**  
I could give it to you for \$\$  
\$\$ is my lowest price  
If you buy 3, I can make it cheaper  
This is almost *out of stock*, so if you don't buy now...  
I can offer you *interest-free payments*...  
If you sign up for a *loyalty card*, I can...

### Case Study – Background and Task

Read the background information and then prepare to negotiate as a representative of Pampas Leather Company. Study the “Information File” on page 138 and make notes on which points are the most important points of negotiation and which points you are willing to give to benefits to WCA in order to make this deal work. In class you will practice negotiating with your teacher.