

No.

Topic: **Effective Way of Starting a Negotiation** (有効的な交渉の始め方)

Material: Business English (Negotiations)

Objectives:

At the end of the lesson, the students will be able to:

1. Master the vocabularies.
2. Learn to use appropriate words in business negotiations.
3. Learn to construct grammatically correct sentences and start a conversation.

WARM-UP: PICTURE DESCRIPTION

Directions: Use your own words to describe the picture below.

(自分の知っている単語を使用し、下記の写真の説明をして下さい)



GRAMMAR REVIEW (文法の復習 (形容詞の引用))

- An *adjective* is a word that describes or modifies a noun in a sentence.

Example: She is wearing a *nice* outfit for her job interview.

VOCABULARY

ADJECTIVE	MEANING
Impressive (感動的な)	: to be very good; something that leaves a feeling of awe or admiration
Famous (有名な)	: known about by many people
Fascinating (興味を誘う)	: very interesting
Extraordinary (普通と違う)	: very unusual or remarkable
Important (大切な)	: significant or of great value

DIALOGUE

Scenario: Fiona Queen is in Manila to negotiate the sale of up to three large industrial packaging machines to a large manufacturing company. Read her conversation with Henry Carpio from Mabuhay Industries.

Henry: Ms. Queen? Hello, I'm Henry. Henry Carpio of Mabuhay Industries.

Fiona: Good to meet you at last, Henry, after all those emails. Please call me Fiona.

Henry: OK, welcome to Manila, Fiona. Sorry to keep you waiting, by the way. I had an urgent phone call and couldn't get away.

Fiona: No problem. It wasn't that long and I had fun looking at your paintings. They're really impressive! I didn't know you had this extraordinary talent.

Henry: Thanks. Yes, well, I've had this passion for painting since I was a kid. By the way, have you seen our brochure?

Fiona: Oh, yes! It's impressive too! I noticed you've got so many famous clients. And judging by these recommendations, you seem to have a great sales team.

Henry: Thank you. We've also heard some great things about your company. I was looking at your website yesterday and I find the history of your company fascinating.

Fiona: You mean, how our founder started the business from nothing? It's amazing, isn't it? I'm glad you read that. It means you've got a better idea about our approach to business. So, how do we start?

Henry: I thought we'd start with a tour of our factory so you could see what we do here and what we need. I'd also like to introduce you to a few of our key people here, if that's OK.

Fiona: That's great. It all helps me to get a better picture of how we can help you.

Henry: That's what I thought. And then for lunch, I'd like to take you to one of my favorite restaurants in the city.

Fiona: Oh, that would be lovely, but please don't trouble yourself too much. I'd be happy with a sandwich!

Henry: No, this project is very important to us, so we want to treat you well! It's a good restaurant and they serve the best food in town.

Fiona: Well, that's very kind of you. I hope to return the favor when you visit our place.

QUESTION AND ANSWER : 先生から質問されますので、上記シナリオ内容を元に答えて下さい。

1. How do Henry and Fiona build rapport?
2. What do you think of Henry's greetings?
3. What do you think of Fiona's way of starting a conversation?
4. Why is praising each other's companies important in business negotiations?
5. What do you think is the most important key in business negotiations?