

English for Work EFW9

Negotiating

Activities - Activités de pratique

Follow these practice activities to consolidate the language you learned in the radio episode.

Suivez ces activités pratiques pour consolider la langue que vous avez apprise dans l'épisode de radio

Comprehension Questions - Questions de compréhension en lecture

Choose the best answer. *Choisissez la meilleure réponse.*

- 1 David's problem with the contract is
 - A the price is too high.
 - B the product is too expensive
 - C he doesn't like Startup.
- 2 David accepts Abdou's offer of
 - A quality work
 - B more products
 - C a discount.
- 3 David agrees to change the contract on
 - A services
 - B delivery dates
 - C company name.
- 4 David
 - A accepts the delay in delivery
 - B doesn't accept the delay in delivery
 - C accepts a delay in delivery of one week.

Sentence matching – match 1 to 6 with A to F

Faire correspondre les phrases (1-6) et (A - F).

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|-------------------------|----------------------|
| 1 What do you want | A a discount of 10%. |
| 2 That would | B would be fine. |
| 3 What would you | C by two weeks? |
| 4 I think that | D to discuss? |
| 5 We can offer | E like to change? |
| 6 Can we agree to delay | F be fantastic. |

Put the sentences 1-4 in the correct order. Choose the number of each speaker. *Mettre les conversations dans le bon ordre. Choisissez le nombre de chaque enceinte.*

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|----------------|--|
| 1 ABDOU | Fantastic! Let's celebrate the deal over lunch. |
| 2 MR WILLIAMS: | Yes, I think we have discussed everything. |
| 3 MR WILLIAMS: | Good idea—let's celebrate doing business together. |
| 4 ABDOU: | So, are you ready to sign the contract now? |

Vocabulary activity – Fill in the Gap*Activité de vocabulaire - Remplir le vide*

- 1 We spend time on
- 2 We can offer a special of 10%.
- 3 Can we change paragraph 12 about ?
- 4 I think that fine.
- 5 Are you ready to the contract?

ANSWERS - Réponses correctes**Comprehension Questions - Questions de compréhension en lecture***Choose the best answer. Choisissez la meilleure réponse.*

- 1 A
- 2 C
- 3 B
- 4 C

Sentence matching – match 1 to 6 with A to F*Faire correspondre les phrases (1-6) et (A - F).*

- 1 D
- 2 F
- 3 E
- 4 B
- 5 A
- 6 C

Put the sentences 1-4 in the correct order. Choose the number of each speaker. *Mettre les conversations dans le bon ordre. Choisissez le nombre de chaque enceinte.*

- 1 4
- 2 2
- 3 3
- 4 1

Vocabulary activity – Fill in the Gap*Activité de vocabulaire - Remplir le vide*

- 1 quality
- 2 discount
- 3 guarantees
- 4 would
- 5 sign