

# Negotiating

## *Student A*

**1** Match the sentence halves (1–5) with the most appropriate endings (a–e). Check your answers with your partner.

- |                                     |                                    |
|-------------------------------------|------------------------------------|
| 1 Could your client move ...        | a perfect for our needs.           |
| 2 At the end of the day, ...        | b a bit on that?                   |
| 3 To tell you the truth, ...        | c that's why the price is so low.  |
| 4 That's a bit of ...               | d ... it gives them some security. |
| 5 To be honest, it's absolutely ... | e a sticking point.                |

**2** Work in pairs. You are a famous Hollywood film director's representative who has to find an appropriate house for him. Act out the conversation between you and an estate agent. Include expressions people use to negotiate the price.



# Negotiating

## *Student B*

**1** Match the sentence halves (1–5) with the most appropriate endings (a–e). Check your answers with your partner.

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|---|--|
| 1 A key thing for us is how ...           | a ... twenty-five years is a big commitment. |
| 2 When all's said and done, it has to ... | b feel right for you.                        |
| 3 I was hoping we could ...               | c long we'd be tied into the mortgage.       |
| 4 If you look at it from our ...          | d point of view, we're an important client.  |
| 5 Let's face it, ...                      | e negotiate that down.                       |

**2** Work in pairs. You are an estate agent who has to sell one of the houses. Act out the conversation between you and a famous Hollywood film director's representative. Try to keep the original price!