

Business Negotiation Role Play

Name: _____

Date: _____

In pairs, you will perform a role play. The role play will involve one student being a customer and the other being a supplier of a factory. You want to buy **computer software, vehicles, stationery or clothes**. You must negotiate the following points:

1. Price and form of payment	2. Delivery time
3. Credit period	4. Warranty

Customer	Supplier
1. You want an earlier delivery date than your supplier.	1. You want a later delivery date than your customer.
2. You want a longer credit period.	2. You want a shorter credit period.
3. You want free delivery.	3. You want the customer to pay for delivery.
4. You want a longer warranty period.	4. You want a shorter warranty period.

Include the following **phrasal verbs** and **negotiation phrases** in your role play.

Phrasal Verbs	Negotiation Phrases
I will have to <i>look into</i> that...	I'm afraid that proposal is not acceptable to us.
I <i>look forward to</i> speaking to you...	I'm afraid I haven't made myself clear.
I have <i>looked over</i> the ...	I'm not in a position to comment on that.
If we can <i>work out</i> a deal...	I'm not convinced by your argument.
I'm trying to <i>look for</i> a reason to buy...	I suggest that we discuss that point later.