



Expressions for Disagreement and Difficulty

What is a compromise?

- We don't see eye-to-eye...
- My opinion couldn't be more different...
- I'm not sure I see it that way....

Common phrases to reach compromise:

- I'll tell you what...
- How about this...
- Would you be willing to consider...?
- Could you meet me in the middle on this?
- I think what I'm asking for is reasonable.
- I'm not saying we need to do it only my way, but I think...

Example compromise:

On the website, the car is listed for \$5,800, but I think that's a little steep. Given how many miles are on it, I think \$5,200 would be fair.

I just don't see it that way. As I said, the car has been kept in excellent condition. In fact, I think this car could go for \$6,000.

It's just so far out of my price range. Would you be willing to consider \$5,300?

I'll tell you what, if you can pay in cash, I could do \$5,600. Could we meet in the middle on this?

I can pay in cash, fine, if you can compromise on the price. \$5,400.

Ok. Deal.

Expressions for uncertainty and choice:

- I'm on the fence...
- I could go either way...

I got offers from both and I'm completely **on the fence** about which to choose. Xbox offers a great benefits package and the pay is fantastic, but Apple seems to have better long term prospects in terms of promotions. I could really **go either way** at this point and could use some help.

I'm between a rock and a hard place...

Things aren't looking good either way. I could either close my shop and file for bankruptcy or borrow more money and try to breathe new life into the business. I guess you could say **I'm between a rock and a hard place**.

Best bet...

Your best bet would be to go with the company that has better long term prospects. Making shortsighted decisions doesn't work out in the long run.

Your best bet might be to hire a marketing team and try to revive the business. If you give up now you may never get another shot at it.

Assignment:

Describe a situation in which you've had to make a difficult choice. Describe the pros and cons of the choices. Record yourself. Make sure to use the expressions from this lesson.