LANGUAGE REVIEW Conditions

- We use the first conditional when we think the expected outcome of a situation is very likely.
 - If you give us a 10% discount, we'll place a firm order of 2,000 units. (This is a promise.)
 - If you don't deliver on time, we won't order from you again. (This is a threat.) Will you give us a discount if we double our order?
- We use the second conditional when the outcome is less certain or is imaginary.
 We also use it in negotiations to make the offer or proposal less direct.
 If you gave us a 5% discount, we would place a much bigger order.
 If they didn't have a guaranteed market, their business wouldn't survive.
 What discount would you offer us if we decided to go to another supplier?
 - Grammar reference page 150

A Choose the correct verbs to complete the sentences.

- 1 If you give us / 'll give us a discount of 5%, we (!l place) / place a firm order.
- 2 Will you deliver | Do you deliver by November if we pay | 'll pay the transport costs?
- 3 If you will lower / lower your price by 5%, we buy / 'll buy at least 4,000 units.
- 4 Would / Does it help you if we sent / are sending the goods by air?
- 5 If you aren't improving / don't improve your delivery times, we 'll have / had to find a new supplier.
- 6 If we will join / joined an association of producers, we would get / will get a better price for our coffee.



CD2.17 Naoko Nakamura, a buyer for a large Japanese department store, is negotiating with Li Bai, Sales Director for a clothing company in Hong Kong. Listen and complete the conversation.

Naoko	If I
Li	On 30,000, nothing. But if you buy 50,000 scarves, then
Naoko	OK, I'll think about that. And tell me, if we placed a very large order, say 80,000
	units, 3 to despatch immediately?
Li	We can normally guarantee to despatch a large order within three weeks. But
	if you ⁴ at a peak time, like just before Chinese New Year, it will be
	impossible to deliver that quickly.
Naoko	I take it your price includes insurance?
Li	Actually, no. Usually, you'd be responsible for that. But if the order5
	really large, that would be negotiable, I'm sure.
Naoko	What about payment?
Li	To be honest, we'd prefer cash on delivery, as this is our first contact with you.
	If you ⁶ a regular customer, ⁷ you 30 days'
	credit, maybe even a little more.
Naoko	That's all right. I quite understand.
Li	Look, how about having some lunch now, and continuing later this afternoon?
	Then we could meet for an evening meal. I know an excellent restaurant in
	Wanchai.
Naoko	Yes, let's continue after lunch. If I had more time,
	to have dinner with you, but unfortunately my flight for Tokyo leaves at eight
	tonight, and I need to be at the airport by six.

- Make a list of the conditional sentences in the dialogue in Exercise B. For each sentence, decide if the events are:
 - a) very likely

b) less certain or imaginary.