



9 Three purchasing managers are discussing strategies for negotiating with a supplier. Listen to the discussion and answer the questions.

- 1 What kind of relationship do they want with the supplier?
- 2 What would be the benefits of such a relationship?
- 3 What market position does the company have?
- 4 What kind of products do they make?
- 5 What kind of agreement are they interested in?

10 Match the beginnings (1–6) with the endings (a–f) of the sentences from the dialogue.

- | | |
|--|--------------------------|
| 1 How do you | <input type="checkbox"/> |
| 2 I think we could | <input type="checkbox"/> |
| 3 What are your | <input type="checkbox"/> |
| 4 Yes, and I also suggest telling them | <input type="checkbox"/> |
| 5 In my opinion it would also be important | <input type="checkbox"/> |
| 6 Good idea. And why don't we | <input type="checkbox"/> |
-
- a to point out that we're interested in establishing a long-term agreement.
 - b that this a good opportunity to associate with a brand like ours.
 - c feel about that?
 - d lower costs considerably.
 - e say that it's their chance to enter the pharmaceutical market?
 - f thoughts on that, Gisele?

ASKING FOR OPINIONS

What do you think?
 How do you feel about that?
 What are your thoughts on that?
 Do you agree?

GIVING OPINIONS/MAKING SUGGESTIONS

I suggest that we ...
 In my opinion we should ...
 Perhaps we should ...
 Why don't we ... ?

AGREEING

That's a good idea.
 That sounds good.
 I agree.
 That's right.