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**Identifying obstacles**

**bothers, obstacle, concerned**

The main thing that …bothers………………… us is ...   
The main …obstacle………………… to progress at the moment seems to be ...   
We are …concerned…………………about………………………

**Proposing**

**consider, high , several, regarding, would, feel**

How do you …feel…………………about

There are …several………………………..options …

Would you take into …consideration…………………….

**Options**

**given, consent, weigh,**

We would be willing to ..., …given…………………….., of course, that ...................................

We will …weigh……………………up your proposal on account that you……………………………

If you …consent……………………we will be able to …………………………..

**Alternative**

**alternative, recommend, lieu**

As an …alternative…………………………we can offer you………………………………..

In …lieu…………………….of ………………….we would rather……………………….

I highly ……recommend……………………….. …………………………than……………………………….

**Accepting**

**satisfactory, acceptable, along**

Your offer seems …satisfactory………………………therefore we are eager to……………………….

I am willing to go…along………………………with that as long as you…………………

It sounds…acceptable…………………………in every single…………………………

**Rejecting :**

**unaffordable , turbulent, incapable,**

Owing to the fact that you are…incapable……………………….. of suppling us with sufficient amount we are forced to ………………………..

Given that we are in …turbulent…………………..situation we have no other possibility but to………………………

It is …unaffordable………………………for us therefore we have to ………………….

**Considering**

**supposing, weigh, between, authorization**

…supposing………………….we sign exclusivity agreement and we become your sole supplier, would you be willing to increase ………………………

We will…weigh……………………. up pros and cons of your offer and……………………………

If you are torn …between…………………….two types of the same product why don’t we …………………………………..

We need to get board …authorization……………………………..to move forward with our……………………………..

**Responding**

**concerned, comes, once**

As far as your proposal regarding payment term is …concerned……………………..we are not able to ……………………

…once…………………..we get authorization we will be able to …………………….

When it …comes………………………..to the issue of price I am convinced that……………………….

**Reassuring**

**within, point, doubts**

It is …within……………………your best interest. Having said that you ought to……

If you look at it from our …point………………..of view you will………………………..

Have no …doubts…………………….that we will …………………………

**Recommending**

**advisable, recommended , alternatively**

It is …recommended……………………to take into account ………………….

It is highly …advisable………………………….to go through…………..

…alternatively………………………we could agree on partial delivery in exchange for……………………….

**Objecting**

**concern , down , pressed**

The main …concern………………….is lack of bank guarantee regarding ………………

The whole problem comes …down………………………..to lack of space in ……………………

We are …pressed…………………….for time therefore we can’t allow ourselves to …………………………………….