

# ENGLISH PHRASES FOR NEGOTIATIONS

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## MAKING A PROPOSAL

- We'd like to propose ...
- We request/propose ...
- How do you feel about ...?

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## COMPROMISING

- If you were prepared to ..., we might be able to...
- We are ready to accept your offer; however, there would be one condition
- In return for this, would you be willing to ...?

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## ACCEPTING A PROPOSAL

- This agreement is acceptable to us
- That sounds reasonable
- I think we have a deal
- I can agree to that
- OK, let's go for it (*informal*)

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## OBJECTING

- That's not exactly how I look at it
- I have some reservations about that
- I'm afraid we couldn't agree to that
- I'm not so sure, I still think

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# Business English Negotiation

**Mohammad Rudiyanto**



## **Business English Negotiation:**

**Business English ,** Meetings, Negotiations, and Socializing Adrian Wallwork, 2014-06-20 This book is a guide to taking part in meetings and negotiations and to the socializing required before and after such events If you are a non native English speaker with an intermediate level and above and you work for a company with international relations then this book is the solution to all your English problems Four main topics are covered 1 Meetings 2 Negotiations 3 Socializing 4 How to understand fast speaking native English speakers This book is designed to be used like a manual or user guide you don t need to read it starting from page 1 Like a manual it has lots of short subsections and is divided into short paragraphs with many bullet points This is to help you find what you want quickly and also to assimilate the information as rapidly and as effectively as possible The book concludes with a chapter of useful phrases There is an introduction for trainers on how to teach the skills required for meetings negotiations and socializing in Business Commercial English *Proceedings of the 2023 7th International Seminar on Education, Management and Social Sciences (ISEMSS 2023)* Shakila Yacob, Berat Cicek, Joanna Rak, Ghaffar Ali, 2023-10-30 This is an open access book ISEMSS 2023 was held on July 14 16 2023 in Kunming China And provide a platform for scholars in related fields to exchange ideas and Develop and advance social development through the study and application of certain social issues Open up new perspectives and broaden the horizons of looking at issues in the discussions of the participants Create a forum for sharing research and exchange on an international level allowing participants to learn about the latest research directions results and content in different fields thus stimulating them to new research ideas Papers on Education Management and Social Sciences will be accepted and published in the form of conference proceedings for those who cannot attend the conference *Practical Business Negotiation* William W. Baber, Chavi C-Y Fletcher-Chen, 2020-04-08 Known for its accessible approach and concrete real life examples the second edition of Practical Business Negotiation continues to equip users with the necessary practical knowledge and tools to negotiate well in business The book guides users through the negotiation process on getting started the sequence of actions expectations when negotiating applicable language interacting with different cultures and completing a negotiation Each section of the book contains one or two key takeaways about planning structuring verbalizing or understanding negotiation Updated with solid case studies the new edition also tackles cross cultural communication and communication in the digital world Users especially non native English speakers will be able to hone their business negotiation skill by reading discussing and doing to become apt negotiators The new edition comes with eResources which are available at <https://www.routledge.com> Practical Business Negotiation 2nd Edition Baber Fletcher Chen p book 9780367421731 A Production-Oriented Approach to Teaching Foreign Languages Qiufang Wen, 2024-11-16 This book introduces and explains the production oriented approach POA to teaching foreign languages a new approach developed by the author through 15 years of rigorous experimentation Addressing the common challenge of separating input from output in language learning the book details

POA procedures in three phases motivating enabling and assessing It explores the theoretical underpinnings of the POA including sociocultural usage based linguistic second language acquisition and curriculum theories The author presents a series of case studies showcasing the POA in practice She also provides a comparative analysis with the task based approach and project based learning highlighting similarities and differences between the two This book will be essential reading for teachers and scholars in applied linguistics modern foreign languages language acquisition and language education offering valuable insights and practical guidance for enhancing language teaching effectiveness **Effective Negotiating** Jeremy Comfort,1998 Designed for professional people who need to take part in negotiations in English helps learners with negotiating in a variety of different situations from day to day encounters within organizations to more substantial negotiations between companies It covers a range of skills including active listening structuring and negotiating maintaining positive communication and developing self awareness *Resources in Education* ,1988 *History of the Commonwealth and Protectorate, 1649-1660: 1651-1654* Samuel Rawson Gardiner,1897 International Negotiations Student's Book with Audio CDs (2) Mark Powell,2012-02-23 International Negotiations is an exciting new short course 15 20 hours for Business English learners who want to excel at negotiating Drawing on inspirational advice from leading experts in negotiation International Negotiations takes students through the entire negotiation process from preparing to negotiate to closing the deal The ten modules give learners the essential language skills and techniques needed for successful negotiations and cover topics such as relationship building questioning techniques decoding body language bargaining and the powers of persuasion Challenging role plays and skill building games further develop key negotiation and language skills while the Key and Commentary provide valuable insights into all aspects of negotiating including the importance of understanding cultural differences when negotiating Practical Business Negotiation William W. Baber,Chavi C-Y Fletcher-Chen,2020 Known for its accessible approach and concrete real life examples the second edition of Practical Business Negotiation continues to equip users with the necessary practical knowledge and tools to negotiate well in business The book guides users through the negotiation process on getting started the sequence of actions expectations when negotiating applicable language interacting with different cultures and completing a negotiation Each section of the book contains one or two key takeaways about planning structuring verbalizing or understanding negotiation Updated with solid case studies the new edition also tackles cross cultural communication and communication in the digital world Users especially non native English speakers will be able to hone their business negotiation skill by reading discussing and doing to become apt negotiators The new edition comes with eResources which are available at [www.routledge.com](http://www.routledge.com) 9780367421731 *History of the Administration of John De Witt, Grand Pensionary of Holland ...* James Geddes,1879 Business English Negotiations and presentation z plyta CD Magdalena Warżala-Wojtasiak,2013-01 The Discourse of Negotiation A. Firth,1995 This text is about how people in workplaces act in concert in attempts to decide upon agreeable courses of action Such acts are glossed as negotiation

Negotiations are not solely the domain of business leaders politicians and diplomats they are activities that permeate and uphold our daily lives working lives included This text takes the position that negotiation implies collective decision making and in this sense almost anything is potentially negotiable including obligations information decisions services status territory and public image Negotiation requires complex interaction with one s fellow actors and the pursuance of potentially conflicting goals Thus virtually all human activity provides a setting for the delicate process of negotiation The question this book seeks to answer is how are negotiations undertaken as discourse activities The text provides detailed descriptions of the manifold instances of negotiation that occur in the modern workplace It shows how discourse and context mutually configure and how people as advertising agents exporters lawyers travel agents doctors and bureaucrats carry out the work tasks they are paid to do

*English for Negotiating* Charles Lafond, Sheila Vine, Birgit Welch, 2010-01-01

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## Whispering the Secrets of Language: An Emotional Quest through **Business English Negotiation**

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