

## Complete the dialogue

Fill in the blanks by listening to the audio file (see link/QR code below the dialogue).

Thank you sales contract.	meeting me to talk a	bout the new	
			to this contract hould we proceed?
Let's look over the everything is	main articles and ma	ake sure	
		What	the terms of renewal?
	l terms were a sticki gotiations. Are you sa		
		Yes, this counter proposal looks much, and we can live with the improved conditions.	
I'm glad you	the new pro	pposal.	

## REAL-LIFE CONVERSATIONS

**Negotiating Business Contracts** 



Now that we agree, should we summarize the main to make sure we are on the same page and then finalize it?

Yes, let's \_\_\_\_\_ it.



<u>Listen to the</u> Dialogue



<u>Practice the</u> Dialogue Online



All Learning Content Related to this Topic

## finalize it? / Yes, let's **finish** it.

Solutions: Thank you **for** meeting me to talk about the new sales contract. / It's in both our best interests to **sign** this contract as quickly as possible. How should we proceed? / Let's look over the main articles and make sure everything is **in** order. / What **about** the terms of renewal? / I know the renewal terms were a sticking **point** during our last negotiations. Are you satisfied with the compromise? / Yes, this counter proposal looks much **better**, and we can live with the improved conditions. / I'm glad you **accept** the new proposal. / Now that we agree, should we summarize the main **points** to make sure we are on the same page and then