

How to ask for a raise (negotiation phrases)

SALARY NEGOTIATION – EMPLOYEE

You're in the middle of your annual performance meeting and you want to negotiate a salary increase for next year. As always, the economic climate is difficult, but you think you deserve a pay raise of **10%**. Read the info below and prepare your role:

- You joined the company 3 years ago.
- You have had new responsibilities this year and your department has performed well. Your team has even won a Recognition Award!
- You heard that other workers in similar jobs have recently got a 10% increase.
- You need more money to support your family and pay debts.
- You may accept other benefits or training but really money is the issue here.

SALARY NEGOTIATION – MANAGER

You're meeting with your employee and you think they will want to negotiate a salary increase. Read the info below and prepare your role:

- This employee joined the company 3 years ago.
- Last year your company made a small loss so your boss is not going to increase your team budget.
- This employee has had new responsibilities this year and his/her department has performed well. They even got a bonus pay for getting a Recognition Award.
- Other workers in similar jobs have recently got a 5% increase.
- You **can't give more than 5% increase.**
- Think about other things the employee may accept instead of a salary increase which could motivate them.

BUYING PHONES – SUPPLIER

You represent a large phone seller, Carphone Warehouse, and you meet with a potential customer who wants to buy some **iPhone 8** phones for their employees. Read the info below and prepare your role:

- you need to sell 100 phones to reach your monthly target.
- the standard price for 64GB iPhone 8 is £599, while the 256 GB model costs £749
- **you make profit if you sell the 64GB model for £500 and 256 GB for £600.**
- You really want to sell the 256 GB models as they generate more profit.
- Shipping is not included in the price.
- The manufacturer gives a 12-month guarantee for free
- You can ship 100 phones within 3 weeks or you can get it faster (2 weeks) by buying locally but it adds £50 to a price of one iPhone.
- For first-time customers the payment terms are: 50% pre-payment, 25% on delivery and 25% 30 days after delivery.

BUYING PHONES – CUSTOMER

You want to buy smartphones for the sales rep working in your company. You meet with a large phone seller to negotiate the deal for buying **iPhone 8**. Read the info below and prepare your role:

- You need to buy 80 smartphones as a first order, but you will probably buy more next year.
- You want the 256GB model but start with asking for the 64GB model.
- You know the standard price for 64GB iPhone 8 is **£599**, while the 256 GB model costs **£749**.
- You want to get a discount as you **can't pay more than £650 per phone.**
- You want to have a 24-month guarantee
- You need to get the phones within 2 weeks.
- You are prepared to pay 30% pre-payment, 30% on delivery and 40% 30 days after delivery.