

VOCABULARY

1. Read the sentences and match phrases in bold with their meanings (a-e).

- This leads to a **win-win situation** with benefits for the employer, the customers and the environment.
- It's a **long shot** to get a pay rise in my company. I'm more likely to win the lottery.
- It is a **safe bet** that the current owners will not sell the company because it's still very profitable.
- The stock market is now a **zero-sum game**, they gain what we unfortunately have to lose.
- In our current situation it will be **an uphill battle** to get the new proposals accepted by our shareholders.

- a) something that is likely to happen or to be successful
- b) a situation that is good for everyone who is involved
- c) something that is difficult to do and requires a lot of effort
- d) an attempt or guess that is not likely to be successful
- e) a situation in which an advantage that is won by one of two sides is lost by the other



2. What would you do in these scenarios? When answering, use phrases in brackets.

- You're a single parent who wants to get back to work after a parental leave. [a win-win situation]
- You've saved some money and want to invest it. [a safe bet]
- You are a team leader, but you want to be a director soon. [an uphill battle]

VIDEO AND DISCUSSION

3. Discuss the questions.

- Have you ever asked for a pay rise? Were you successful at getting it?
- How often do employers give a salary increase without employees asking for it?
- How should you prepare for a meeting at which you want to ask your boss for a raise?
- You get a job offer from another company. How can you use it to get a pay rise in your current company?

4. Watch the [video](#) and compare your answers with Barbara Corcoran's (the speaker) ideas.

NEGOTIATIONS

5. Look at the following groups of phrases for negotiations and add one label for each of them:

Bargain / make a deal

Make proposals

Close the deal

Respond to a proposal

.....
 I have a proposal to put forward : why not ?
 We would appreciate if you could...
 [...] If you can do that, I'm on board.
 If we... then we can...
 What about.... ? Why not.... ?

 I must say 'no', and I'll give you my reasons.
 To be frank with you.....
 Ok, we can agree to that.
 We appreciate the situation you're in. However....
 Yes, that should be possible. Shall we move on to ...
 This proposal makes sense/is quite acceptable.

.....
 What would be a reasonable arrangement?
 In exchange, we would appreciate if you could...
 There is an alternative solution which consists in...
 While I can't [tell you that/give you that/agree to that], I can [tell you/give you something] that may help address you concern...
 What I might be willing to consider is...

 I was sure we could reach a compromise/an agreement.
 If we agree to ..., are you happy with the other points?
 We still have to discuss another minor point which is...
 It sounds like [product] could really help you [meet specific goal/eliminate specific pain point]. Would you like to get started on the contract now?

6. Study the role card that the teacher will give you and prepare for negotiations!