

Let's get the map out

LEARNING OUTCOME

learn how to negotiate and agree a decision

Everyday life

- 1 Look at the photo and answer the questions.



Where are the people and what are they doing?
What things do you have to think about when you're planning a trip?

Everyday vocabulary

- 2 Look at the phrases (a-j) and put them in these categories:

- phrases for agreeing
 - ways of saying you don't want to do something
 - phrases for suggesting a deal
 - phrases for summarising what has been agreed.
- | | |
|------------------------------|------------------------------------|
| a As long as we can ... | f I'm not really interested in ... |
| b How do you feel about ...? | g So, to recap ... |
| c I don't see why not. | h You've got a point. |
| d We agreed that ... | i I'm not sure that ... |
| e I'm all in favour of that. | j Would you be willing to ...? |

- 3 Do you know any other phrases that you can add to the categories in 2? Are the phrases in 2 polite or not?

Dialogue

- 4 02 Eleanor and Natalie are planning and discussing a trip around Europe. Listen to the dialogue. How are Eleanor and Natalie going to travel around?

- 5 Listen again and complete the sentences with the correct words. Then listen again and check.

- If we go directly there, it's a long way. starting our trip in Paris?
- Yes, Paris would be on my list of five places to visit.
- I don't know. gives us enough time. There's a lot to see!
- Sure! OK. We said we wanted to go to Venice, didn't we?
- That sounds like a good idea. consider making a detour to visit Vienna?
- And we will go for three weeks, not two.

EVERYDAY ENGLISH TOOLKIT: NEGOTIATING AND SUMMARISING WHAT HAS BEEN AGREED

Look at the phrases from the dialogue. Complete the phrases with the words from the box.

agreed • can • feel • favour • interested
point • recap • see • sure • willing

Negotiating

- As long as we
- How do you about ...?
- I don't why not.
- I'm all in of that.
- I'm not really in ...
- You've got a
- I'm not that ...
- Would you be to ...?

Summarising what has been agreed

- So, to
- We that ...

- 6 Listen to the dialogue again. How do the speakers negotiate to get what they want? Tick the strategies they use.

- ask what the other person thinks of your ideas ☐
- interrupt the other person ☐
- give reasons why the other person should agree with your idea ☐
- show that you are listening to the other person ☐
- be flexible ☐
- threaten to end the negotiation if the other person doesn't agree ☐
- make reasonable suggestions ☐
- shout and cry if you don't get your way ☐

- 7 Work in pairs. Discuss why the strategies you didn't tick in 6 are not a good idea. Can you think of any other good negotiating strategies?

Over to you!

- 8 Work in pairs. You are planning a round-the-world trip. Discuss and plan your trip with your partner. Negotiate where you will go, where you will stay, how long you will go for, and who will do what before the trip. Follow the steps below. Use the expressions in the Everyday English Toolkit.

Student A: Think of five places you definitely want to visit. You want to stay in cheap accommodation to save money. You would prefer it if the trip was no longer than a month.

Student B: Think of five places you definitely want to visit. You want to stay in interesting accommodation. You want to spend enough time in each place to really enjoy it.