

Business negotiations Second conditional

Business Result Pre-Intermediate Unit 14

Choose one of the sentences below and write down whether you think your partner will **accept** the offer (YES) or **reject** it (NO). Then ask them the question to check. If the answer is no, explain why and try to negotiate a better deal.

- If I helped you meet one of your deadlines, would you do my work tonight so that I could go home early?
- Would you have a party for people in your team if the company paid you for it?
- Would you caddy for me if I arranged for you to come on a company trip to Hawaii?
- If I found you a convenient and affordable apartment, would you let me stay in the spare room every time I missed the last train back to my home?

Useful language	
Accepting	Rejecting
"(That) sounds okay/ acceptable./ That would be possible. (As long as...)" "I accept your proposal." "I think I could agree to that." "You've got a deal." "Sounds great. Where do I sign?"	"I'm not sure about that." "That's more/ less than I would usually..." "That would be difficult." "I'm afraid I can't agree to that."

Do the same, but adding the grammar to the questions below.

_____ (you give) me a promotion if _____ (my idea help)
 boost sales by 1%,?

If _____ (I say) that my idea for the product launch was yours,
 _____ (you make) me head of my department?

If _____ (I quote) you a price 50% below anyone else,
 _____ (you use) me to decorate your house (even though I'm
 not a decorator)?

_____ (you double) your next order if _____ (I can)
 deliver within one hour,?

_____ (you take) me to the Japan Grand Prix if
 _____ (I double) my order,?

If _____ (I pay) the invoice within one day, _____ (you give)
 me a 30% discount on my next order?

Continue with your own ideas.