

**Business negotiations Second conditional
Market Leader Intermediate New Edition Units 1 to 11**

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, discussing the reasons for their answers if you like.

- If I lent you my reliable and well-made laptop for a couple of weeks, would you let me use your more stylish one for my big presentation?
- Would you publically endorse our new brand of cigarettes if I offered you \$1000?
- Would you go to New York for two days of meetings in my place if I paid for your upgrade to business class?
- If I arranged for a newly washed and pressed uniform to be left in your office every morning, would you wear it instead of your own business clothes?

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 lift to the office every day, if _____ (I arrange) for you to get your own reserved parking space at work,?

If _____ (I give) you a position with a better job title, _____ (you move) to a smaller subsidiary/ division/ branch/ office?

_____ (you make) me your deputy if _____ (I help) you get a promotion?

If _____ (you get) your own office, _____ (you vote) for hot-desking for the rest of the department/ section?

If _____ (I help) get your enemies demoted, would you give me one of their jobs?

_____ (you pay) me 5% of your wages if _____ (I save) you from being made redundant?

Continue with your own ideas.

Which of the deals that you talked about would be unethical, do you think?