

Modal verbs in negotiations

Market Leader Pre-Intermediate Unit 2 Tapescript 2.5

Put one modal (or similar) verb into each gap below.

A: Now, about payment. You _____ to charge us 50 dollars an hour. That works out at 400 dollars a day, I believe.

B: Yes, that's the normal fee for the job.

A: Well, we _____ prefer to pay you a fixed amount for the work. We _____ offer you \$6,000.

B: I see. Do you mind if I ask you why you _____ to pay that way?

A: Well, you see, that way we _____ control the cost of the project. If we pay you per hour, the cost _____ come high. It _____ get out of control. This way, we know where we stand.

B: I see. \$6,000. Mmmm, that _____ be all right, I suppose, as long as I get some money in advance. How about paying me half when I start the work and half at the end?

A: Yes, I think we _____ arrange that. OK. I agree to that.

Use the mixed answers under the fold to help you.

-----fold, cover or cut-----

Mixed answers

- can
- could
- want
- would

Check by listening and/ or looking below.

-----fold, cover or cut-----

Answers

A: Now, about payment. You want to charge us 50 dollars an hour. That works out at 400 dollars a day, I believe.

B: Yes, that's the normal fee for the job.

A: Well, we would prefer to pay you a fixed amount for the work. We can offer you \$6,000.

B: I see. Do you mind if I ask you why you want to pay that way?

A: Well, you see, that way we can control the cost of the project. If we pay you per hour, the cost could come high. It could get out of control. This way, we know where we stand.

B: I see. \$6,000. Mmmm, that could be all right, I suppose, as long as I get some money in advance. How about paying me half when I start the work and half at the end?

A: Yes, I think we could arrange that. OK. I agree to that.