

11.2. Przykładowe negocjacje Examples of negotiations

ZADANIE 1.

W parach odegrajcie dialog na podstawie podanego schematu.
In pairs, make a dialogue based on the following flow chart.

Buyer

You want to store a commodity for two months
Ask for the price per day.

Say that you want to store 600 cartons
of domestic appliances (fridges).

Say that is too much for you,
you know that warehouse and it
isn't worth this amount of money.

Disagree. Say that the warehouse
is in bad condition, say that it needs renovation
and you can only pay PLN 40.

Ask about the transport of the commodity.

Say that transport should be free
because the price is very high.

You can pay PLN 70 per 24 hours
and PLN 200, insurance.

Salesman

Say that it depends on the kind
of commodity they want to store

Say that is 10 pallets.
Storage costs PLN 100 per pallet
per 24 hours.

Disagree. Say that the warehouse is in good
condition and protected by security guards.

Say that the price is too low.

Say that transport is free up to 20 km,
above 20 km each 10 km is paid extra
or the transport is on the buyer's cost.

Say that you will rent for PLN 80
including free transport but they have to pay
PLN 200 insurance for the commodity.

You agree.

ZADANIE 2.

W parach odegrajcie dialog na podstawie zadania 1.
In pairs, make a dialogue based on Exercise 1.

SELF CHECK

ZADANIE 1.

Przetłumacz w
Translate the text

przygotować negocjacje
słuchać
osiągnąć swój cel
krytykować
powitać
wyjaśnić
znaleźć wspólny j

ZADANIE 2.

Przetłumacz z
Translate into English

- Nieporozumienie
- Wczoraj zakończył
- W tych negocjacjach
- Aby wygrać negocjacje
- Wczoraj Tomek
- Podczas negocjacji

ZADANIE 3.

W grupach 4-osobowych
In groups of four

Team A

You are vendors. (20
hours). Tell your
negotiations, me
surveillance. You
a contract.

Team B

You are purchaser
warehouse. The
Don't agree with
negotiate free tra