



## LESSON FOURTEEN

# NEGOTIATION

### PREVIEW AND PREPARATION

*Look up the meaning of any unfamiliar words or phrases in the preview table.*

negotiate/negotiation

break down

compare with

forbid

go past

go inside

stop at

drop by

defeat the purpose

meet up with

explore the Louvre

refund the money

remove the name

bend the rules

touristy

on a group basis

I'm responsible for the whole group.

I can't allow you to be separated.

It's too late now to break it down.

We'll be able to stop at each sight for fifteen minutes...

We won't have time for most of the other things.

The day's going to be busy enough as it is.

I could remove your name from the list for tomorrow.

You can bend the rules about the tour but not about the money?

So there is absolutely nothing you can do?

I'll consider the money well spent.

I'll meet up with you at the end of the day.

I appreciate your position.

It's beyond my power.

That's the sum of it.

It's better than nothing!

## LISTENING PRACTICE

In which city was this conversation taking place?

- a. New York.
- b. Paris.

What was wrong with Jenny's tour plan?

- a. No time to visit the museum.
- b. No time to take photos.

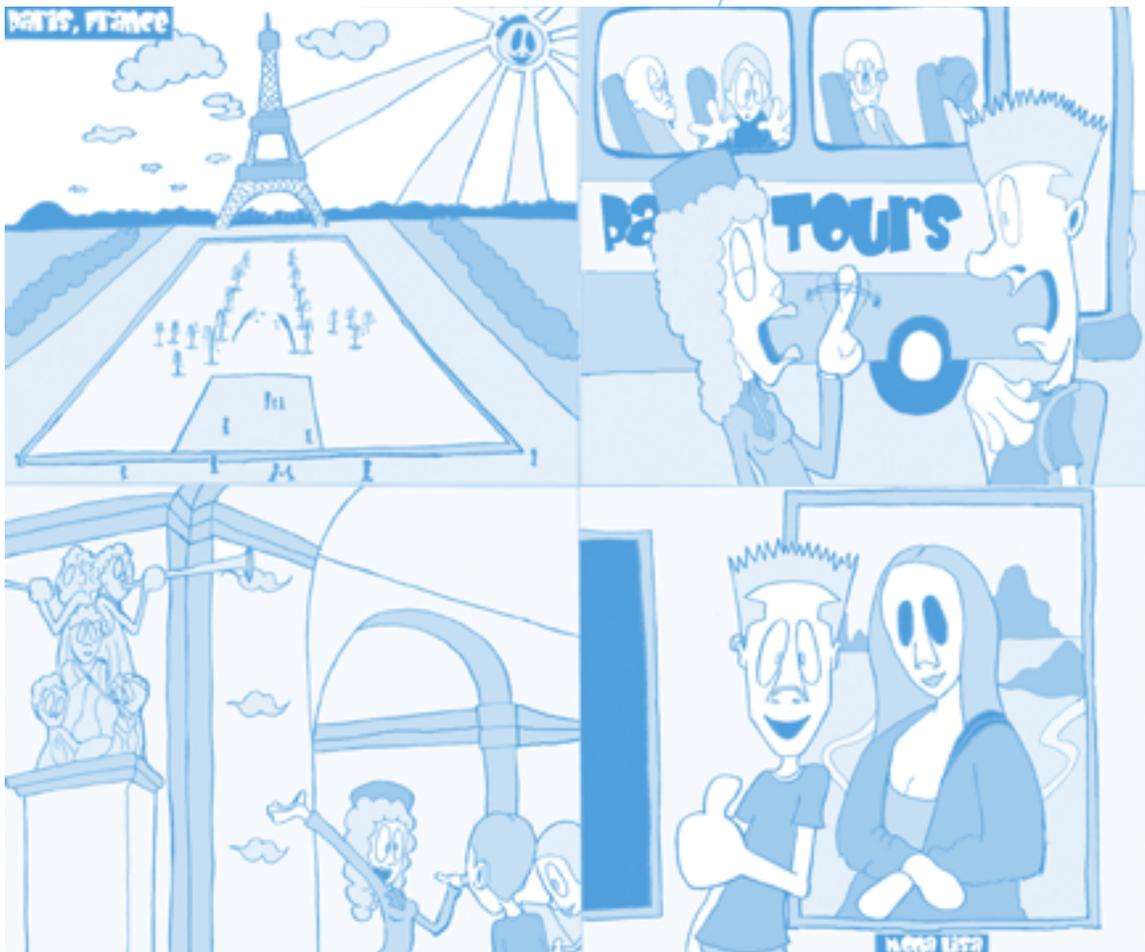
Did Jenny agree to bend the rules a little?

- a. Yes.
- b. No.

What did Ray say about the tour fee?

- a. He considered it wasted.
- b. He considered it worth the trip.

*Listen to the audio program and try to answer these questions.*



## THE SUM OF IT

*Tour guide Jenny (J) is briefing the travel plan.  
Ray (R) has an issue with it.*

- J: All right, group. I've arranged a bus tour to some of the major sights for tomorrow. We'll go past the Louvre, the Eiffel Tower, the Champs Elysee and the Arc de Triomphe. We'll be able to stop at each sight for fifteen minutes to take photos. 1
- R: Are we going to be able to go inside the Louvre? 5
- J: No. I'm afraid there won't be time for that.
- R: What's the point of visiting an art museum if we can't look at the art?
- J: The day's going to be busy enough as it is. If we stopped to explore the Louvre, we wouldn't have time for most of the other things. 10
- R: How about this: we drop by the Louvre first, and I can get off the bus and go inside. You guys see the rest of the sights without me, and I'll meet up with you at the end of the day.
- J: I'm afraid I can't let you do that. I'm responsible for the whole group, and I can't allow you to be separated. 15
- R: Listen, I appreciate your position, but the purpose of this tour is to enjoy our time in Paris. Doesn't it defeat the purpose if you forbid us to do what we want to do?
- J: I could remove your name from the tour list for tomorrow, but I'm afraid I won't be able to refund your money for the tour. 20
- R: You can bend the rules about the bus tour but not about the money?
- J: Sorry, but I can't do that. It's beyond my power. The fee is calculated at the office on a group basis. This includes each person's entry fees to the sites we have scheduled as well as the bus, the driver, and so on. It's too late now to break it down for an individual refund. 25
- R: So there is absolutely nothing you can do?
- J: That's the sum of it. 30
- R: Well...hmm! Let's see. If I compare a day in the Louvre with a day of touristy photos, I guess I'd consider the money well spent.

1. *I'm afraid I **can't** let you do that.*

“Can” is interchangeable with “be able to.” Or, in this case, “can’t” is interchangeable with “won’t be able to” or “cannot.” It’s talking about if the objective conditions (time, budget, weather, etc.) allow such a thing to be achieved. It is not about subjective personal preference or will.

2. *I'm afraid I **won't be able to**.*

This is the same as saying “I’m afraid I **cannot**” or “I’m afraid I’m **not going to** be able to.” It’s about the ability, not about the personal will (as is the case in “I will not do it”).

Also, “Are we **going to be able to** go inside the Louvre?” is the same as saying “Will we be able to go inside the Louvre?” or “Can we go inside the Louvre tomorrow?”

Compare with: We **will be able to** stop at each sight for fifteen minutes.

3. *The day's going to be busy enough **as it is**.*

It is short for “The day is going to be busy enough **as** the way **it is** right now.”

When referring to merchandise, we shorten the phrase even more, to “**as is**” – it usually implies the merchandise has a defect. If we see goods that are marked “As Is” next to the price, this means that the price is for the goods in whatever condition they are now.

Usually in a case like this it will also mean no warranties, returns, or refunds.

4. *The fee is calculated **at** the office.*

This is about **who** (the person in the office) did the calculation, not **where**. If we say “The fee is calculated **in** the office” we are saying the person who is calculating the fee is sitting inside the office, not in a bar or at home. By saying, “...**at** the office” Jenny meant she was not responsible for the fee calculation and that it was out of her hands entirely.

5. *Some useful common expressions in this lesson:*

“You can **bend the rules** about the tour but not about the money?” Another way of saying this might be “You can **turn a blind eye** about the tour but not about the money?”

**It's better than nothing!** This expression is self-explanatory and is quite commonly used. Another way of saying this might be “At least it’s something” or “If that’s the best you can do.”

**That's the sum of it.** Also: That’s it. That’s pretty much it. That pretty much sums it up. That’s it in a nutshell.

I’ll consider the money **well spent**. This is the same as saying something is a good deal or a good investment. Similar usage: Time well spent. A job well done.

# ■ COMPREHENSION PRACTICE

## WHAT DOES IT MEAN?

- R: I appreciate your position.*  
What did Ray mean by this?

  - To show he respected her job.
  - To show he understood the point she made.
  - To humor Jenny for refusing his request.
- J: I could remove your name from the tour list for tomorrow.*  
What was Jenny trying to do?

  - Explain the rules.
  - Bend the rules for Ray.
  - Show that she was in power.
- J: That's the sum of it.*  
What was "the sum of it"?

  - The outline of the situation.
  - The total sum of the tour fee.
  - The amount of the refund.
- R: If I compare a day in the Louvre with a day of touristy photos, I guess I'd consider the money well spent.*  
What did Ray mean?

  - That he should spend more money in the Louvre.
  - That the touristy photos are too expensive.
  - That visiting the Louvre is a much better deal than staying with the tour.

## HOW SHOULD I SAY IT?

"Jenny told her tour group that they could only stop at each of the major sights for fifteen minutes to take photos. But Ray thought he \_\_\_\_\_<sup>1</sup> spend more time inside the Louvre Museum. He asked Jenny to let him get off the bus at the museum, so the rest of the tour group \_\_\_\_\_<sup>2</sup> go sightseeing without him. Jenny didn't like the idea at first, but after Ray argued with her, she said she \_\_\_\_\_<sup>3</sup> remove Ray from the tour list for that one day. However, she \_\_\_\_\_<sup>4</sup> not refund his tour fee, because the fee was calculated at the office on a group basis. Ray was happy enough with the outcome. Comparing a day in the Louvre with a day of touristy photos, Ray said he \_\_\_\_\_<sup>5</sup> consider the money well spent."

## IN OTHER WORDS

*Try to restate the following statements using “will,” “is going to,” “can” or “be able to.”*

1. I'll meet up with you at the end of the day.  
\_\_\_\_\_
2. No. I'm afraid there won't be time for that.  
\_\_\_\_\_
3. You can bend the rules about the bus tour but not about the money?  
\_\_\_\_\_
4. Sorry, but I can't do that. It's beyond my power.  
\_\_\_\_\_
5. We'll be able to stop at each sight for fifteen minutes to take photos.  
\_\_\_\_\_
6. Are we going to be able to go inside the Louvre?  
\_\_\_\_\_

## IN ANOTHER CONTEXT

Practice the following sentence patterns by reading them aloud to the class.  
Try to make one new sentence for each pattern using your own words.

What's the point of	visiting an art museum raising the tax going to audition signing the petition	if we can't	look at the art? build more schools? perform on stage? benefit from it?
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I appreciate your position, but the purpose of	this tour this investigation rock-climbing this protest	is to	enjoy our time. find out who is innocent. meet new friends. let our voice be heard.
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Doesn't it defeat the purpose if	you forbid us to we don't allow him to they stop the kids from the students are banned from	do what we want to do? say what's on his mind? making new friends? surfing the Internet?
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It's too late now to	break it down phone Susan up stop at his store drop by the school	for an individual refund. for a chat. to say hello. to pick up the form.
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This includes	the entry fees to the sites a full year's tuition in music a first class flight to Thailand a ten-month bonus	as well as	the bus and so on. the textbooks and so on. the five-star hotels. a BMW.
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# CONVERSATION PRACTICE

*Practice negotiating and compromising through working out a contract.*

**STEP 1** — Read and understand the situation below. Team up with a classmate. Decide who is A and who is B.

*Situation:* A wants to contract with B to work on a project. A and B have different priorities. They try to work out an agreement.

*A's priorities:*

- \_\_\_ To finish the job within a month.
- \_\_\_ To pay on a project basis.
- \_\_\_ To keep the budget within \$5000.
- \_\_\_ To make a one-time payment when the project is done.

*B's priorities:*

- \_\_\_ To finish the job in 100 man-hours.
- \_\_\_ To get paid on an hourly basis.
- \_\_\_ To get no less than \$60 per hour.
- \_\_\_ To receive partial payments every week.

**STEP 2** — Now try to work out a contract for the work to be done. Both of you try to negotiate the terms to meet your own priorities.

*Agreement –*

*Deadline:*

- B will finish the job within \_\_\_\_\_ days, or
- B will finish the job within \_\_\_\_\_ man-hours, with a minimum of \_\_\_\_\_ man-hours a day.

*Fee:*

- A pays B on an hourly basis at \$ \_\_\_\_\_ per hour, or
- A pays B a flat fee of \$ \_\_\_\_\_ for the project.

*Payment:*

- A one-time payment will be made when the job is done, or
- A weekly payment will be made every Friday.

*Other remarks:*

- \_\_\_\_\_
- \_\_\_\_\_

*Results –* Now review your priority list. Place a check (✓) next to the ones you have kept, and a cross (x) next to the ones you have given up. Are you a good negotiator?