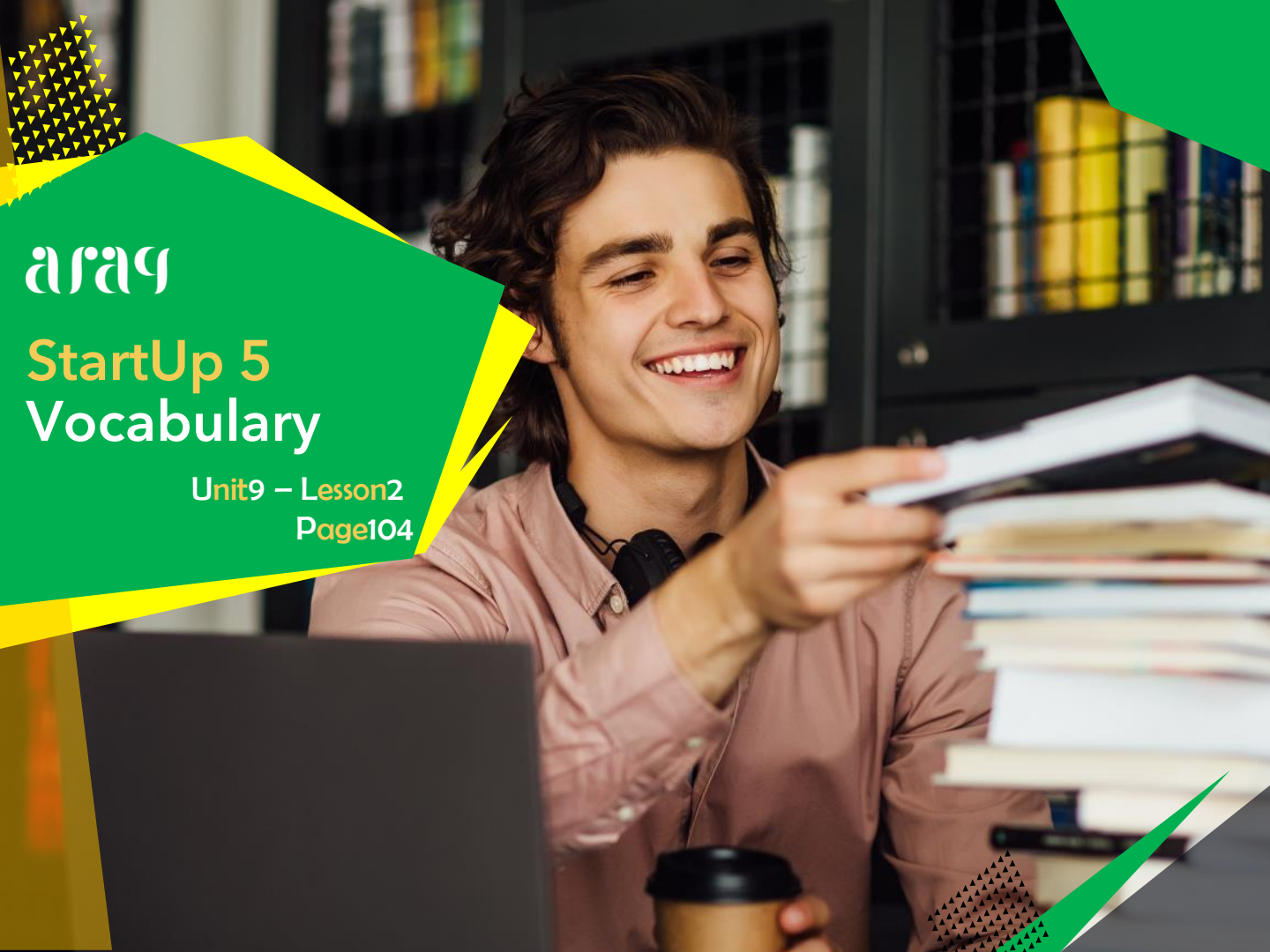


StartUp 5
Vocabulary

Unit9 – Lesson2
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Have your Ss do the task for a couple of minutes. Then check the answers in class.

CHOOSE THE CORRECT OPTION.

1. make an agreement
2. reject an offer
3. sign a contract
4. make a suggestion
5. cancel an agreement
6. offer a lower rate
7. accept an offer
8. walk away

A. Leave a situation, often to avoid further conflict or disagreement.
B. Decline or say no to a proposal or proposition.
C. Propose a reduced or lesser cost.
D. Personnel responsible for the upkeep and repair of facilities or equipment.
E. Come to a mutual understanding or arrangement.
F. Put forward an idea or proposal for consideration.
G. Put one's signature on a legal document.
H. Agree to the terms of a proposal or offer.
I. Terminate or annul a previously made agreement.

Teach the challenging words to your Ss. Then play the audio to practice the pronunciation.

1 VOCABULARY Verbs for negotiating

A ▶ 09-07 Listen. Then listen and repeat.



LAN PHAM

@LanP

In any negotiation, it's important to know what you want and what you will not accept.



make an agreement



sign a contract



cancel an agreement



accept an offer



reject an offer



make a suggestion



offer a lower rate



walk away

Have the Ss do the task in class. Nominate the Ss for their answers.

B Write the words from 1A in the correct categories.

The negotiation is going well	The negotiation is going badly



make an agreement



sign a contract


cancel an agreement



accept an offer



reject an offer



make a suggestion



offer a lower rate



walk away

Complete the conversation. Underline the correct answers.

A: Congratulations! I heard that your singing career is going well, and that you just got a recording deal!

B: Well, I *might* have a deal. I was really excited when the company asked me to **sign a contract / walk away / make a suggestion**, but now I'm not sure.
1.

A: You're not sure you want to **cancel an agreement / accept the offer / offer a lower rate**?
2.

B: Right. They want to **offer me a lower rate / sign a contract / cancel an agreement** on my music sales than another company would.
3.

A: Oh, no! If that's true, may I **walk away / reject an offer / make a suggestion**? If you're not sure about it, then it's probably better to **accept an offer / reject the offer / make an agreement**.
4. 5.

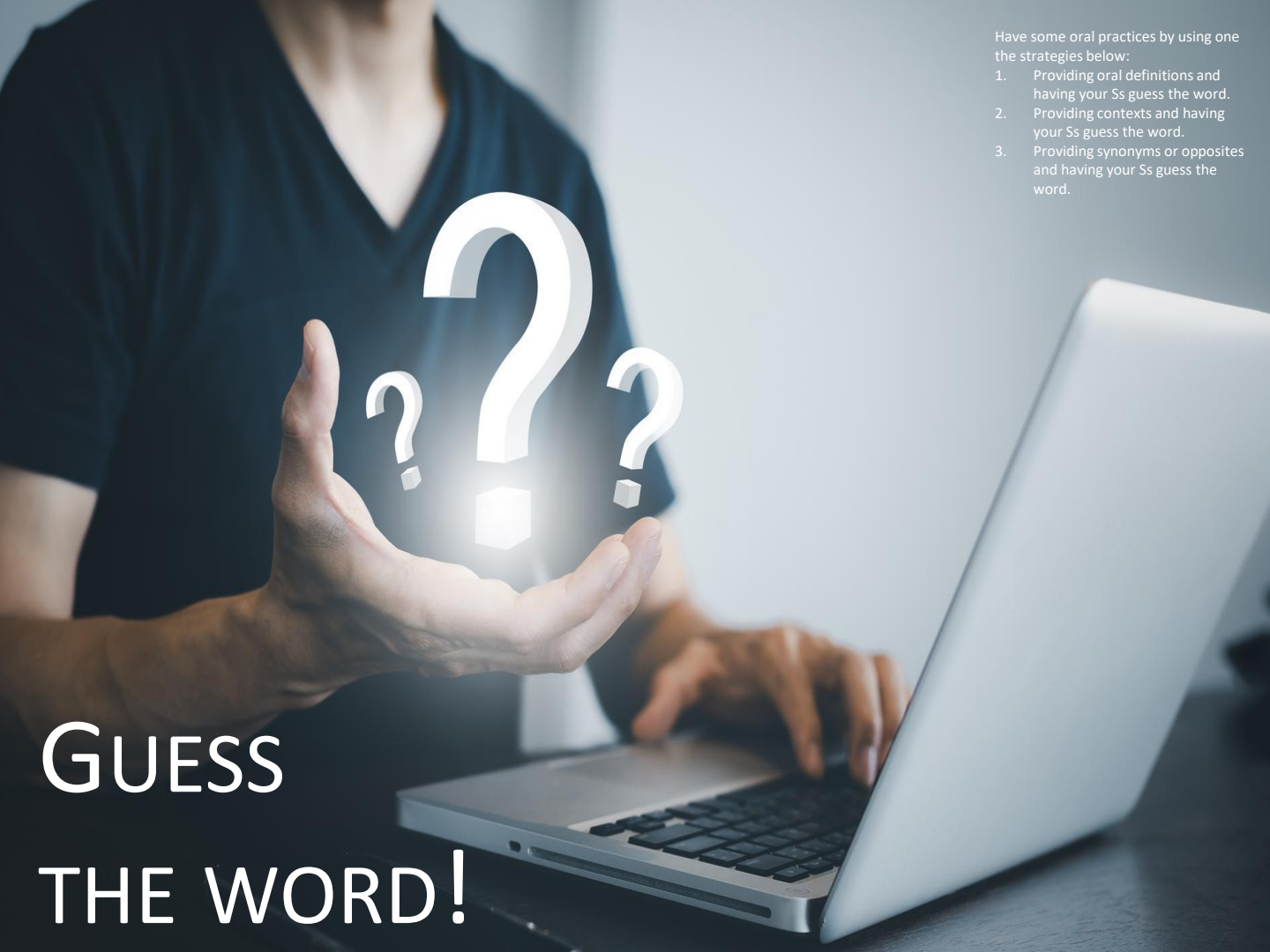
B: You're right. If I take their deal, I won't be able to **accept the offer / make a suggestion / cancel the agreement**.
6.

A: Yeah, and it's better to **walk away / make a suggestion / make an agreement** now than be unhappy later.
7.

B: And I *do* want to be free to **reject an offer / make a suggestion / make an agreement** with a different company if something better comes along.
8.

A: Good luck with whatever you decide!

Activity



Have some oral practices by using one the strategies below:

1. Providing oral definitions and having your Ss guess the word.
2. Providing contexts and having your Ss guess the word.
3. Providing synonyms or opposites and having your Ss guess the word.

GUESS THE WORD!

Have the Ss do the task in their breakout rooms.

C PAIRS Talk about the verbs in 1A. What are some situations where people accept / reject an offer? Make / cancel an agreement? Sign a contract / walk away?

People accept job offers when they like the job.

