

afaq

StartUp 5

Listening

Unit9 – Lesson3

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Have your Ss look at the picture. Convey the meaning and try to elicit the word. Then practice the pronunciation chorally and individually.


Teach the form of the word. Then ask some concept checking questions.
DEAL



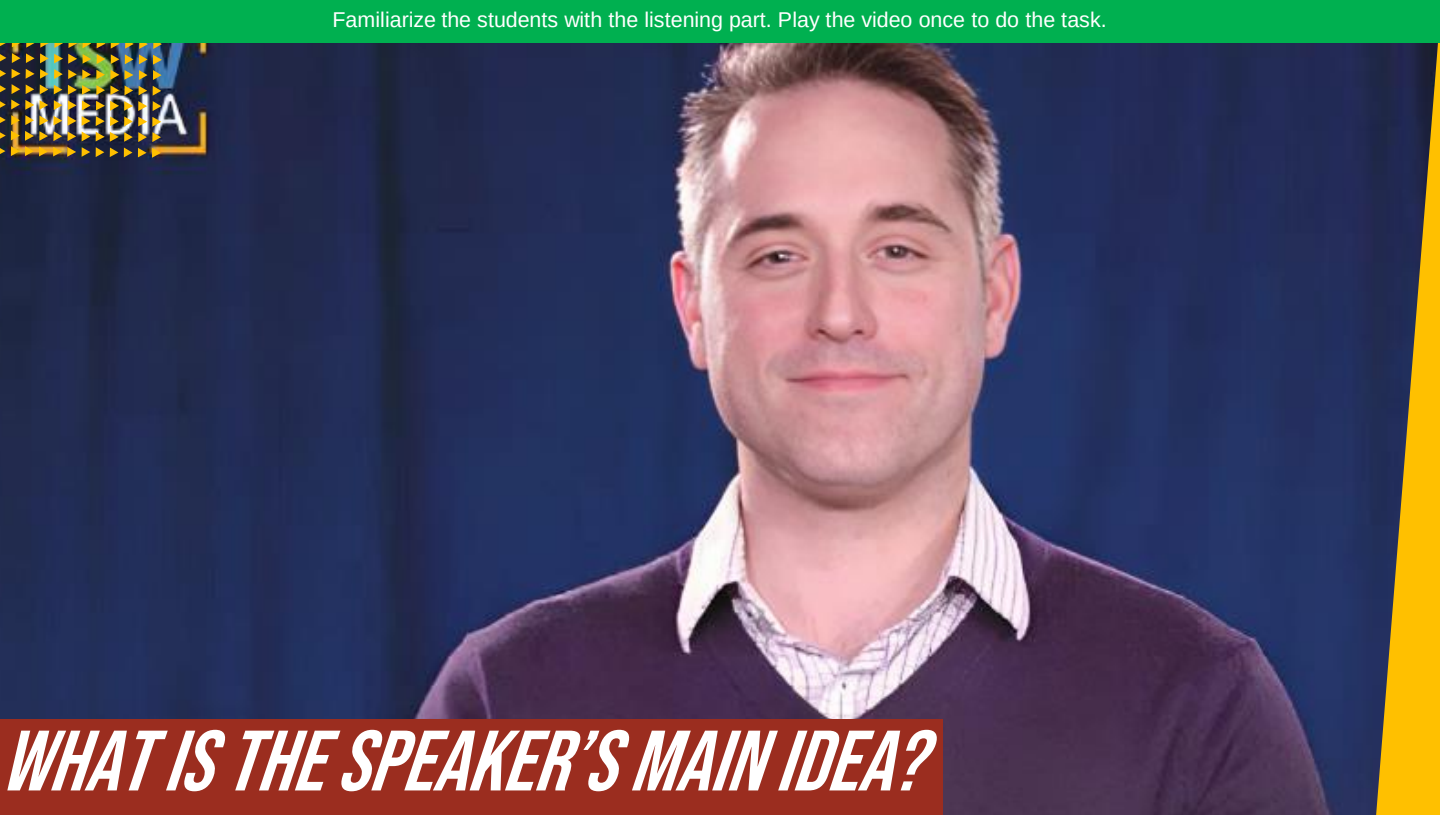
Have your Ss look at the picture. Convey the meaning and try to elicit the word. Then practice the pronunciation chorally and individually.



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CLIENT

Familiarize the students with the listening part. Play the video once to do the task.



WHAT IS THE SPEAKER'S MAIN IDEA?

a. A negotiation is more like a dance than a fight.

b. You can win a negotiation if you are confident.

c. Some people are naturally good at negotiating.

B ▶09-16 Read the Listening Skill. Listen or watch again. Complete the sentences with comparison words.

1. _____ a dancer prepares for a performance by studying a set of steps, you need to prepare for a negotiation through research and planning.
2. Good dancers pay close attention to their partners' moves. _____ , good negotiators listen to what their partners want.
3. It takes confidence to smoothly move with your dance partner across the floor, and you'll need that _____confidence when you negotiate.

LISTENING SKILL Listen for comparisons

When speakers are comparing two things, they may use words like these:

same	*(be) like*
similarly	*just as*

Listen for these words to understand when something is being compared to something else.

Play the audio and have your Ss do the task. Check the answers in class.



C ▶09-17 Listen or watch again. Complete the sentences with the words in the box.

research	make sure	win	believe	improve	listen to

1. You won't succeed if you think of a negotiation as a fight you want to _____ .
2. You can _____ your skill at negotiating even if you aren't naturally good at it.
3. You should _____ all of the facts before you begin a negotiation.
4. It's very important to _____ what your partner wants.
5. At the end of a negotiation, you want to _____ that both people are happy.
6. If you have a lot of confidence, people will _____ in you.

David Cruz | TSW Global Speaker Program

Have Ss identify the correct meaning. Go over the answer as a class.



D VOCABULARY EXPANSION Read the sentences from the talk. What do the underlined expressions mean?

1. If you go into a negotiation focused on what *you* want and how *you* are going to get a better deal, <u>chances are</u> you won't be successful.
2. Good negotiators listen to what their partners want. Unless you're working for that <u>win-win solution</u>, you'll never be a great negotiator.
3. Groups almost always accept the solution proposed by the most confident person. Build your self-confidence; it's a very, very powerful tool in getting people to <u>see things your way</u>.

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Give a couple of minutes to your Ss to think about the topic they intend to share. Provide adequate samples.

A THINK Imagine you're preparing for an important negotiation. How can you build your self-confidence? Make notes.



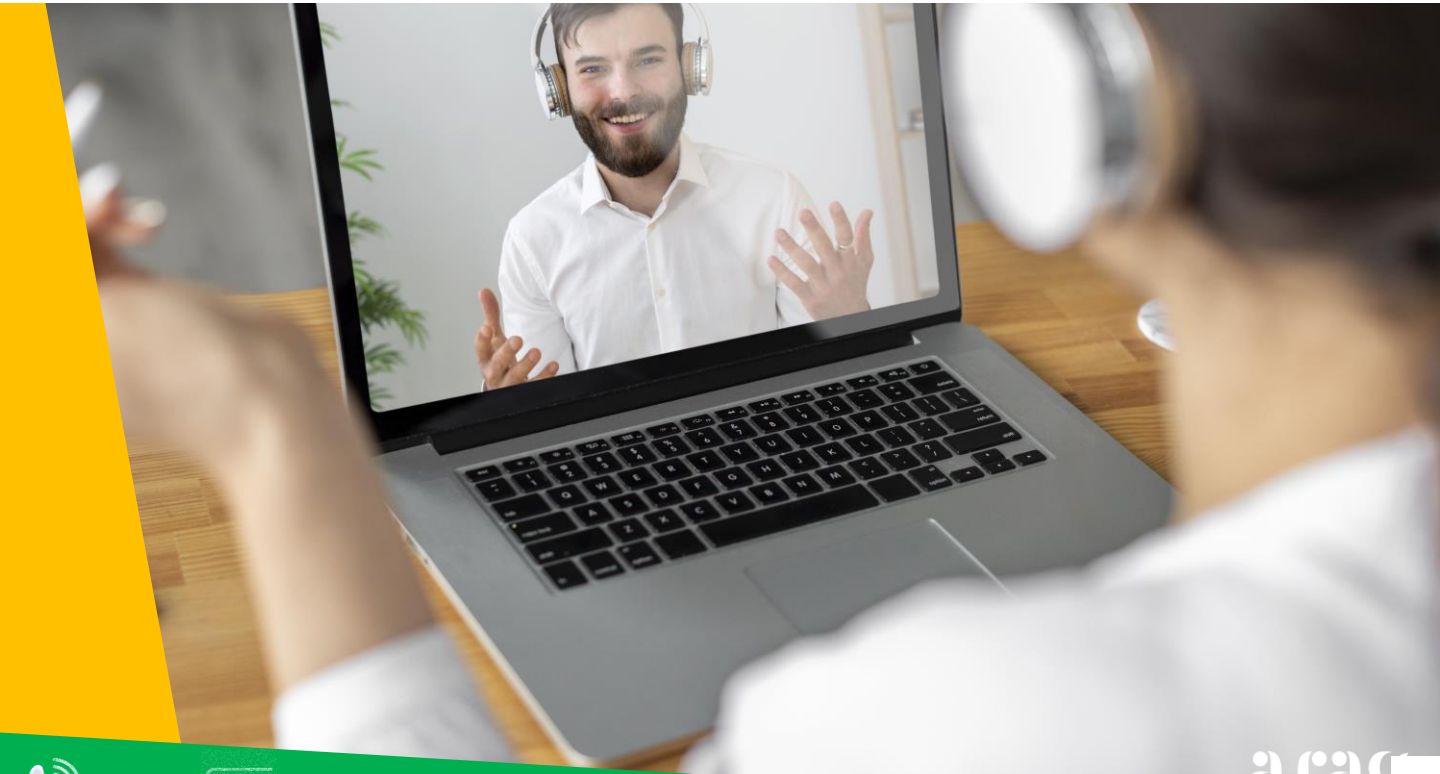
Have your Ss share what they have prepared in their breakout rooms. Monitor the groups and prepare your FEEDBACK.

B DISCUSS In small groups, share your ideas in 4A.



C ANALYZE Discuss the ideas as a class. Talk about what the result might be if you don't do each thing.

You should get a good night's sleep. You won't think clearly unless you get enough sleep.



The Negotiation Dance

What do you think when you hear the word negotiation? Is it like a fight that you're trying to win? It shouldn't be. If you go into a negotiation only focused on what you want and how you're going to get a better deal, chances are you won't be successful. For example, imagine you're selling a service, like website design, and charging the client an extra high price. You might consider it a great negotiation, but unless your clients are satisfied, you'll probably lose their trust and maybe even their business. What's worse, they'll likely tell other potential contacts that you charge too much. Say goodbye to more business. So, forget fighting. Being a good negotiator is more like being a good dancer, where you and your negotiating partner give and take and achieve something wonderful. Of course, like dancing, some people are naturally better at negotiating, but everyone can improve with a little practice. Let's continue with the dancer idea. Just as a dancer prepares for a performance by studying a set of steps, you need to prepare for a negotiation through research and planning. Before negotiating with different people, learn everything you can about them. Let's say you're negotiating to buy a used bicycle. Find out how much it costs new. Consider how the condition should affect the price. How much are other sellers charging? Have all of the facts before you begin your negotiation, and you'll start from a position of strength. Back to the dancers. Good dancers pay close attention to their partners' moves. Similarly, good negotiators listen to what their partners want ,ask a lot of questions and say things like, "Let me be sure I understand you" and, "Let me summarize what you just said" and, "I want to give you what you want, at a price that's fair for both of us." Unless you're working towards that win-win solution, you'll never be a great negotiator. One more thing: it takes confidence to smoothly move with your dance partner across the floor, and you'll need that same confidence when you negotiate. If you believe in yourself, other people will believe in you, too. Study after study has shown this to be true. Groups trying to solve a problem almost always end up accepting the solution proposed by the most confident person, even if that person is wrong, and even if that person knows less about the subject than others. Build your self-confidence; it's a powerful tool in getting people to see things your way. I could go on. Negotiating is complicated. But let me just summarize. Even if you aren't a natural-born negotiator, you can learn the skills. You can prepare for negotiations by listening carefully to what the other side wants, and you can build confidence by believing in yourself. With a little effort, you might find that your next negotiation is more successful than you ever expected. You might even be a better dancer than you realize.

READ THE SCRIPT AND UNDERLINE ANY NEW WORDS YOU DO NOT KNOW.

The Negotiation Dance

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AS HOMEWORK USE A DICTIONARY TO LOOK UP THE WORDS AND LEARN THEM.

Homework

Provide the Ss with the audio link of the Listening. Highlight the page number of the script. Familiarize them with the concept of shadowing if necessary. Assign them to perform shadowing to the conversation.



Listen to the Listening using the link.

Perform shadowing by practicing the rhythm, intonation, and pace of the speakers.