

# StartUp 5

## Reading

Unit9 – Lesson4

Page108



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.



# BROAD

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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# A PARTY

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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# A MIDDLE GROUND

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.



# A POSITION


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

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




# ON TRACK

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

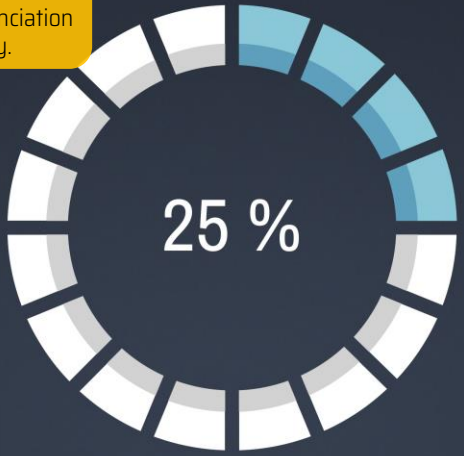


Teach the form of the word. Then ask some concept checking questions.




# ESTABLISH

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

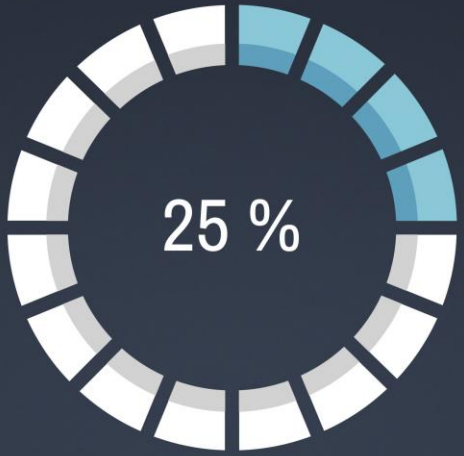



# Uninstalling

CANCEL

click here for more information

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




# Uninstalling

CANCEL

ck here for more information

PARTIALLY

# FILL IN THE BLANKS.

GO TO PAGE 151

**broad**: including a large number of people or things
**a party**: one of the people involved in an argument or discussion
**a middle ground**: an area of agreement between two opposite sides
**a position**: someone's opinion about something
**on track**: likely to lead to a success or the correct result
**establish**: to start a relationship, an organization or a business
**partially**: not completely

1. We need to keep this meeting _____ so we can finish on time.
2. Don't just think about what you want from the negotiation. Ask what the other _____ wants as well.
3. We will learn a lot of details in this class, but the _____ topic is negotiating.
4. Start out with some personal conversation to try to _____ a good relationship.
5. They walked away from the negotiation because they couldn't find a _____ .
6. We weren't excited about the result, but at least we were _____ satisfied.
7. What is your _____ on the new rule? Are you for or against it?

Have your students make sentences about each picture using the words they have learned. Focus on accuracy.

Have your Ss preview the text and answer the task. If necessary provide enough explanation about how to preview the text.

**A** PREVIEW Look at the title and the pictures. What do you think the magazine quiz says about negotiation styles?



# HOW DO YOU NEGOTIATE?



How do you negotiate? Are you too aggressive? Not aggressive enough? Experts have identified three broad styles of negotiation, and knowing what they are can help you become more aware of how you and others are communicating.

Have your Ss listen to the audio and answer the question. Check the answers in class.

# LISTEN TO THE AUDIO CAREFULLY.

9-19



**What does the writer suggest about negotiating styles?**

a. Compromising negotiators get the best results because they listen to the other party.
b. Different negotiating styles can be successful in different ways.
c. When you negotiate, you should try to be both cooperative and compromising.

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a keep trying different ways to get what you want

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**3 When the negotiation is finished, are you mostly concerned about ___ ?**

a whether you got what you wanted

b whether you and the other person have a good relationship

c whether you and the other person are both satisfied with the result

**Two "a" answers: Competitive**

A competitive negotiator is more focused on making the deal than building a relationship. You may be very successful at communicating what you want and at keeping the negotiation on track. On the negative side, competitive negotiators may be too aggressive. The other party may feel that their needs are not being recognized.

**Two "b" answers: Cooperative**

A cooperative negotiator is focused on having a good relationship with the other party. You are good at building trust with the other person and establishing a long-term relationship. However, you may focus too much on the other party's wishes and let them control the negotiation.

**Two "c" answers: Compromising**

A compromiser tries to arrive at a solution that leaves both parties partially satisfied with the results. A compromising style may allow you to conclude the negotiation without damaging the relationship. On the other hand, it may end up that neither side is completely happy with either the result of the negotiation or the relationship between the parties.

So, which kind of negotiator are you? Remember that different parts of a negotiation may require different styles. As with most areas of human communication, being aware of yourself and others is the key to success.

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

**B** Complete the sentences according to the quiz.

1. If you start a negotiation by explaining exactly what you want, you probably have a _____ negotiating style.
2. If you focus on finding things that you and the other party agree on, you probably have a _____ negotiating style.
3. If you are concerned with making sure that the other person likes you, you probably have a _____ negotiating style.



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

**C** CLOSE READING Reread the description of a compromising negotiating style. Then circle the correct answers.

1. What is being contrasted with *on the other hand*?
   a. a compromising negotiating style and a cooperative negotiating style
   b. the result of the negotiation and the relationship between the parties
   c. the good things about a compromising style and the negative results of this style
2. What does the last sentence in the paragraph mean?
   a. One side is not happy with the results of the negotiation.
   b. Both sides are a little unhappy at the end of the negotiation.
   c. Both sides are happy with the relationship between the parties.

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Explain the reading skill and have your Ss do the task.

**D** Read the Reading Skill. Go back to the quiz. Make an inference about what the result of a negotiation might be if one person has a very competitive style.

**READING SKILL** Make inferences

As you read, use your own experience and previous knowledge to draw conclusions about things that the writer suggests but doesn't directly state. This is called making inferences.



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# WHAT WAS THE ARTICLE ABOUT?
# RETELL THE MOST IMPORTANT IDEAS. USE YOUR OWN WORDS.



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



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

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



## 4 MAKE IT PERSONAL

**A** Now take the quiz in 2B. Which style do you use the most? Which should you use more?

My negotiating style: _____

Style I should use more: _____

Reason: _____

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

**B** PAIRS Compare your results and ideas in 4A.

I am usually a competitive negotiator, but ...

