

Negotiating terms

Task 1 Activity 5d

Roleplay task

You are the CEO of McGregors Manufacturing, Scotland, and have a meeting with the representative of Blue Lagoon, Mumbai, India.

You would like to outsource the production of the chips you need for your new products.

1. Small talk: Introduce each other, you exchange your business cards / you offer a gift (what do you offer? What do you do with the gift? Do you open it?)
2. You would like your partner to produce your chips in their facilities of Mumbai but you want them to meet environmental conditions and have their employees to have decent salary and working conditions.
3. Your Indian counterpart feels offended and replies in polite words this is none of your business.
4. You discuss delivery procedures / quality / penalties for delay / breaches of contract in case of force majeure or breakdown of machines.
5. The Blue Lagoon Partner wants to make sure payments will be effective and secure.
6. The Blue Lagoon CEO wants to have full control over his employees and safety regulations.
7. You discuss the technical feasibility of the production/prices.

Some useful vocabulary:

I'm afraid I disagree (with you) / Yes indeed / I fully agree!

I suggest (we reconsider this) / Why don't we ... / What about (V+ing) / I suggest we ... /

You should ... / You may like to ... / It is necessary you ...

Our legislation stipulates that ...