

Business Conversations 1 - Transcript 1

Situation: Mr Smith has come to meet Mr. Brown at a restaurant. Mr Brown may be interested in buying some of Mr Smith's products. Listen to the conversation and make notes about the way Mr Smith deals with the conversation:

Brown: Good afternoon – George Brown. **Pleased to meet you**, Mr. Smith. It's Harry, **isn't it?** **How are you?**

Smith: OK.

Brown: **Please, take a seat. Can I get you a drink?**

Smith: Yeah, why not? I'll have a double whisky.

Brown: **Did you have a good journey down here?** The weather's pretty atrocious, **isn't it?**

Smith: Did you get our proposal? I think you'll find it's a pretty good offer. You won't beat us on price.

Brown: Oh...actually of course I haven't got the paperwork with me at the moment. It's is back at the office. We'll certainly have a look at it later. **I thought we might just have a chat about it over a spot of lunch.**

Smith: Erm...Look we're getting a lot of orders, so you need to confirm asap, if you want to guarantee the delivery dates.

Brown: Yes...(to waitress) Ah! **Could I have** a sparkling mineral water – and a double whiskey, please. Thank you. So... um... Did you catch the match on TV last night?

Smith: No. Look, I'm going to be straight with you – we need to sort this soonest, or else you're going to be disappointed. And so will my boss. Can't we skip lunch and get down to the nitty-gritty – cos I've really got to get on. I've got three more appointments today.

Brown: Well, really, I do think it would be a good idea to talk through some of the issues first. I'm sure we can arrive at a good deal. But, after all, it is a large amount of money and I don't want to rush things unnecessarily. This is the first time we've done business with you and we'd like to be sure we're working with the appropriate partners. Do you see what I mean?

Smith: Er..well alright, but can we have something quick? Let's skip the starters.

Brown: Well...it's a pity – the antipasti are rather good here.

Smith: The anti-what?

Brown: Oh I see – perhaps you'd prefer a steak, Mr. Smith. Well done, **is it?**

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