

## Business Conversations 1 - Transcript 2

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 second conversation and compare the different 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: Yes, that's right. **I'm very well, thank you.**
- Brown: **Please, take a seat. Can I get you a drink?**
- Smith: **That's very kind of you.** Look, I'm not driving – um, **do you mind if** I have a whisky?
- Brown: **Did you have a good journey down here?** The weather's pretty atrocious, **isn't it?**
- Smith: Yes, it's awful, **isn't it?** That's why I decided to come by train – and it was quite easy actually. Made a pleasant change from all the hold-ups on the M25!
- Brown: Oh I know! I seem to spend half my life on that wretched road. Anyway, Harry, thanks for sending your proposal. I haven't got the paperwork with me at the moment. It's back at the office. **I thought we might just have a chat about it over a spot of lunch.**
- Smith: **Perfect. That's great.** What a nice place this is!
- Brown: Yes, I thought you'd like it...(to waitress) Ah! **Could I have** a sparkling mineral water – and a double whisky, please. Thank you. So... um... Did you catch the match on TV last night?
- Smith: Yes, what a great game – Rooney was sensational, **wasn't he?** They're playing so much better these days.
- Brown: Yes, they've really come on, **haven't they?** So...um... anyway, Harry, I'd like to get a little more background to your proposal. I glanced at it earlier, and it's really rather interesting. But first the important business! **What would you like to start with?**
- Smith: **Well, what would you recommend?** Their list of antipasti looks great.
- Brown: Well...– the antipasti are rather good here. How about the grilled peppers, they were delicious last time I came here....