

B1

NEGOTIATIONS

DIALOG · 3 MIN.

Asking a Supplier for a Small Discount · *Podcast*

A buyer asks his supplier for a small discount — politely, concretely and with a counter-offer.

Listen to the episode +
comprehension test:

<https://www.englisch-lehrer.com/podcasts/asking-a-supplier-for-a-small-discount>

NAME

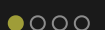
DATE

BRICK 1 · LEARN THE KEY PHRASES



Read the eight phrases with meaning and example. You will hear all of them in the episode.

ENGLISH	DEUTSCH	EXAMPLE
quote	Angebot, Preisangebot	<i>Could you send us an updated quote by Friday?</i>
per unit	pro Stück / pro Einheit	<i>The price is one euro forty per unit.</i>
a loyal customer	ein treuer Kunde / eine treue Kundin	<i>As a loyal customer, she expects a better price.</i>
How much did you have in mind?	An wie viel hatten Sie gedacht?	<i>A discount is possible — how much did you have in mind?</i>
margins	Gewinnspannen, Margen	<i>Our margins are too tight for a bigger discount.</i>
Let's meet in the middle	Treffen wir uns in der Mitte (Kompromissvorschlag)	<i>You want ten, I offer six — let's meet in the middle at eight.</i>
invoice	Rechnung	<i>We pay every invoice within thirty days.</i>
straight away	sofort, umgehend	<i>I will confirm the order straight away.</i>



BRICK 2 · FILL THE GAPS



Complete the missing word from the conversation.

middle

centre

half

between

eventually

possibly

actually

finally

01 Let's meet in _____ — three per cent, and in return we pay the invoice within fourteen days the _____ instead of thirty.

02 Sorry — I mean _____. In German, "eventuell" means possibly, not eventually.

BRICK 3 · TRUE OR FALSE?



Tick one. T = true, F = false.

01 Hansen Electronics has been a customer of Nordpack for three years.

T ☐ F ☐

02 Emma immediately accepts the five per cent discount.

T ☐ F ☐

BRICK 4 · ORDER



Number the steps of the conversation (1–5).

- 01 ☐ Emma agrees and promises an updated quote today
- 02 ☐ Emma asks how much he had in mind
- 03 ☐ Markus proposes three per cent with faster payment
- 04 ☐ Markus asks for a small discount on the large order
- 05 ☐ Emma offers two per cent because costs went up

BRICK 5 · YOUR VERSION



Write two sentences of your own using phrases from Brick 1.

MINI-CHECK – CAN I DO THIS YET?

- ☐ I can announce a delay politely.
- ☐ I can propose an alternative.
- ☐ I can promise written confirmation.

Listened twice and ticked everything? Then you are ready for the real conversation.

Cut-out flashcards

✂ Cut out, fold on the line – English in front, German on the back. Or practise digitally:

<https://www.englisch-lehrer.com/podcasts/asking-a-supplier-for-a-small-discount>

quote

Could you send us an updated quote by Friday?

Angebot, Preisangebot

per unit

The price is one euro forty per unit.

pro Stück / pro Einheit

a loyal customer

As a loyal customer, she expects a better price.

ein treuer Kunde / eine treue Kundin

How much did you have in mind?

A discount is possible — how much did you have in mind?

An wie viel hatten Sie gedacht?

margins

Our margins are too tight for a bigger discount.

Gewinnspannen, Margen

Let's meet in the middle

You want ten, I offer six — let's meet in the middle at eight.

Treffen wir uns in der Mitte
(Kompromissvorschlag)

invoice

We pay every invoice within thirty days.

Rechnung

straight away

I will confirm the order straight away.

sofort, umgehend

Answer key

Check only when you have finished. Every answer comes with the **why**.

BRICK 2 · FILL THE GAPS

01 **middle**

"Let's meet in the middle" is the fixed phrase for proposing a compromise.

02 **possibly**

The classic false friend: German "eventuell" = possibly/perhaps. English "eventually" means "in the end, at some point" — a promise, not a possibility!

BRICK 3 · TRUE OR FALSE?

01 **True**

True — Markus says they have been a loyal customer for three years.

02 **False**

False — she says five per cent is difficult and first offers only two per cent.

BRICK 4 · ORDER

- 01 **1.** Markus asks for a small discount on the large order
- 02 **2.** Emma asks how much he had in mind
- 03 **3.** Emma offers two per cent because costs went up
- 04 **4.** Markus proposes three per cent with faster payment
- 05 **5.** Emma agrees and promises an updated quote today

KEEP PRACTISING LIVE

Want to practise these phrases in a real conversation?

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