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B2 NEGOTIATIONS DIALOG · 4 MIN.

Breaking a Deadlock Over Payment Terms · *Podcast*

Thirty days versus sixty days payment terms — nothing is moving. How to break a stalled negotiation in English.

Listen to the episode + comprehension test: https://www.englisch-lehrer.com/podcasts/breaking-a-deadlock-over-payment-terms

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
deadlock	toter Punkt, Patt-Situation	*After three rounds, the talks ended in deadlock.*
payment terms	Zahlungsbedingungen, Zahlungsziel	*Our standard payment terms are thirty days net.*
currently	aktuell, derzeit (NICHT „actually")	*Currently, all our contracts run on sixty-day terms.*
cash flow	Liquidität, Zahlungsstrom	*Long payment terms put pressure on our cash flow.*
invoice	Rechnung	*Please pay the invoice within fourteen days.*
to meet halfway	sich in der Mitte treffen, einen Kompromiss schließen	*We met halfway at forty-five days.*
early-payment discount	Skonto	*The contract includes a two per cent early-payment discount.*
common ground	gemeinsame Basis	*Let's summarise the common ground before we continue.*

BRICK 2 · FILL THE GAPS

Complete the missing word from the conversation.

`Currently` `Actually` `Eventually` `Recently` `halfway` `midway` `half` `middle`

01 ________ , all our suppliers accept sixty days.

02 Option one: we meet ________ at forty-five days, full stop.

BRICK 3 · TRUE OR FALSE?

Tick one. T = true, F = false.

01 In the agreed solution, the payment terms on paper stay at sixty days. T ☐ F ☐

02 Paul rejects the idea of reviewing the agreement after one year. T ☐ F ☐

BRICK 4 · ORDER

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

01 ☐ Anke summarises the common ground and takes it to finance

02 ☐ The actually–currently misunderstanding is cleared up

03 ☐ Paul offers two options, including the early-payment discount

04 ☐ Paul names the deadlock on payment terms

05 ☐ Both sides explain the cash flow reasons behind their positions

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/breaking-a-deadlock-over-payment-terms

deadlock

After three rounds, the talks ended in deadlock.

toter Punkt, Patt-Situation

payment terms

Our standard payment terms are thirty days net.

Zahlungsbedingungen, Zahlungsziel

currently

Currently, all our contracts run on sixty-day terms.

aktuell, derzeit (NICHT „actually“)

cash flow

Long payment terms put pressure on our cash flow.

Liquidität, Zahlungsstrom

invoice

Please pay the invoice within fourteen days.

Rechnung

to meet halfway

We met halfway at forty-five days.

sich in der Mitte treffen, einen Kompromiss schließen

early-payment discount

The contract includes a two per cent early-payment discount.

Skonto

common ground

Let's summarise the common ground before we continue.

gemeinsame Basis

Answer key

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

BRICK 2 · FILL THE GAPS

01 **Currently**
False friend: German "aktuell" is currently. "Actually" means "in fact" and sounds like you are correcting the other person.

02 **halfway**
"To meet halfway" is the fixed phrase for compromising between two positions.

BRICK 3 · TRUE OR FALSE?

01 **True**
True — terms officially remain sixty days; what is new is the two per cent early-payment discount for paying within fourteen days.

02 **False**
False — the one-year review is part of Anke's summary, and Paul even adds to it: it will look at actual payment behaviour.

BRICK 4 · ORDER

01 **1.** Paul names the deadlock on payment terms

02 **2.** The actually–currently misunderstanding is cleared up

03 **3.** Both sides explain the cash flow reasons behind their positions

04 **4.** Paul offers two options, including the early-payment discount

05 **5.** Anke summarises the common ground and takes it to finance