

C1

NEGOTIATIONS

MONOLOG · 5 MIN.

Closing a High-Stakes Deal Without Giving Away Your Final Concession · *Podcast*

The last ten minutes decide everything: how to secure a big deal without giving away your final concession.

Listen to the episode +
comprehension test:

<https://www.englisch-lehrer.com/podcasts/closing-a-high-stakes-deal-without-giving-away-your-final-concession>

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
endgame	Endspiel, Schlussphase einer Verhandlung	<i>Keep one concession in your pocket for the endgame.</i>
concession	Zugeständnis	<i>Every concession should be traded, not given away.</i>
trade, never give	tauschen statt schenken (Grundregel für Zugeständnisse)	<i>Her negotiation mantra is simple: trade, never give.</i>
to hold something in reserve	etwas in Reserve halten, zurückhalten	<i>Hold your best concession in reserve until the very end.</i>
to signal finality	Endgültigkeit signalisieren	<i>He lowered his voice to signal finality — and stopped talking.</i>
That is as far as we can go on price.	Weiter können wir beim Preis nicht gehen. (glaubwürdiger Schlusssatz)	<i>She said it once, calmly: "That is as far as we can go on price."</i>
to cover the costs	die Kosten übernehmen	<i>We will cover the installation costs if you sign this week.</i>
walk-away point	Abbruchgrenze, Punkt, an dem man die Verhandlung verlässt	<i>Write down your walk-away point before the meeting starts.</i>

BRICK 2 · FILL THE GAPS



Complete the missing word from the conversation.

cover

overtake

become

undertake

fee

prize

bill

toll

01 The sentence he needed was: We will _____ the installation costs.

02 If you can commit to a three-year term, then we could look at the service _____ .

BRICK 3 · TRUE OR FALSE?



Tick one. T = true, F = false.

01 Jonathan recommends calculating your walk-away point live, during the negotiation.

T ☐ F ☐

02 In English, "to overtake" means to pass another car on the motorway.

T ☐ F ☐

BRICK 4 · ORDER



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

- 01 ☐ The closing move: summarise, make the last trade, stop talking
- 02 ☐ Rule one: trade every concession with conditional language
- 03 ☐ The Düsseldorf director says "overtake" instead of "cover"
- 04 ☐ Jonathan introduces the endgame of a high-stakes negotiation
- 05 ☐ Rule two: hold the final concession in reserve and signal finality

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/closing-a-high-stake-s-deal-without-giving-away-your-final-concession>

endgame

Keep one concession in your pocket for the endgame.

Endspiel, Schlussphase einer Verhandlung

concession

Every concession should be traded, not given away.

Zugeständnis

trade, never give

Her negotiation mantra is simple: trade, never give.

tauschen statt schenken (Grundregel für Zugeständnisse)

to hold something in reserve

Hold your best concession in reserve until the very end.

etwas in Reserve halten, zurückhalten

to signal finality

He lowered his voice to signal finality — and stopped talking.

Endgültigkeit signalisieren

That is as far as we can go on price.

She said it once, calmly: "That is as far as we can go on price."

Weiter können wir beim Preis nicht gehen. (gläubwürdiger Schlusssatz)

to cover the costs

We will cover the installation costs if you sign this week.

die Kosten übernehmen

walk-away point

Write down your walk-away point before the meeting starts.

Abbruchgrenze, Punkt, an dem man die Verhandlung verlässt

Answer key

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

BRICK 2 · FILL THE GAPS

01 **cover**

"Übernehmen" is "to cover" here (also: to bear, to assume). "Overtake" = to pass; "become" = werden — both false friends.

02 **fee**

"Service fee" is the charge for the service. The conditional ("If ... then ...") protects the concession.

BRICK 3 · TRUE OR FALSE?

01 **False**

False — the walk-away point is fixed in writing before you enter the room; otherwise "the pressure does the calculating for you".

02 **True**

True — "to overtake" means überholen. German "Kosten übernehmen" is "to cover the costs".

BRICK 4 · ORDER

01 **1.** Jonathan introduces the endgame of a high-stakes negotiation

02 **2.** Rule one: trade every concession with conditional language

03 **3.** Rule two: hold the final concession in reserve and signal finality

04 **4.** The Düsseldorf director says "overtake" instead of "cover"

05 **5.** The closing move: summarise, make the last trade, stop talking

KEEP PRACTISING LIVE

Want to practise these phrases in a real conversation?

Online lessons with real teachers — English training since 2004 · Berlin · Hanover · Online.

CALL US

+49 511 95733819