

C1

NEGOTIATIONS

MONOLOG · 5 MIN.

Exposing a False Either-Or Choice at the Bargaining Table · Podcast

"Either you sign by Friday, or the offer is off the table" — how to expose false either-or choices in a negotiation without damaging the relationship.

Listen to the episode +
comprehension test:

<https://www.englisch-lehrer.com/podcasts/exposing-a-false-either-or-choice-at-the-bargaining-table>

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
false dilemma	Scheinalternative, künstliche Entweder-oder-Entscheidung	<i>His offer was a classic false dilemma: sign today or lose the discount.</i>
off the table	vom Tisch, nicht mehr verhandelbar	<i>If we miss the deadline, the rebate is off the table.</i>
to take something at face value	etwas für bare Münze nehmen, ungeprüft akzeptieren	<i>Never take a "final offer" at face value.</i>
Is that really the only alternative?	Ist das wirklich die einzige Alternative? (Schlüsselfrage gegen Scheinalternativen)	<i>She paused and asked: "Is that really the only alternative?"</i>
to widen the option space	den Lösungsraum erweitern, mehr Optionen ins Spiel bringen	<i>Open questions widen the option space before you commit.</i>
to call out	etwas offen benennen, eine Taktik ansprechen	<i>He calmly called out the pressure tactic and offered a new date.</i>
artificial deadline	künstliche Frist (Druckmittel ohne echten Grund)	<i>The "offer expires tonight" line was an artificial deadline.</i>
room for manoeuvre	Verhandlungsspielraum, Handlungsspielraum	<i>Precise language protects your room for manoeuvre.</i>





BRICK 2 · FILL THE GAPS



Complete the missing word from the conversation.

eventually

possibly

finally

actually

artificial

unnatural

invented

illegal

01 What he meant was: _____ , under certain conditions.

02 That sounds like an _____ deadline. What happens if we decide on Monday instead?

BRICK 3 · TRUE OR FALSE?



Tick one. T = true, F = false.

01 Daniel recommends accusing the other side of lying when you spot a false dilemma.

T ☐

F ☐

02 In English, "eventually" means that something will happen sooner or later, for certain.

T ☐

F ☐

BRICK 4 · ORDER



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

01 ☐ Daniel summarises: name the frame, reframe the choice

02 ☐ The Stuttgart manager asks if that is really the only alternative

03 ☐ A client confuses "eventually" with "eventuell"

04 ☐ Daniel introduces the false dilemma as a pressure tactic

05 ☐ Daniel gives phrases that widen the option space

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/exposing-a-false-either-or-choice-at-the-bargaining-table>

false dilemma

His offer was a classic false dilemma: sign today or lose the discount.

Scheinalternative, künstliche Entweder-oder-Entscheidung

off the table

If we miss the deadline, the rebate is off the table.

vom Tisch, nicht mehr verhandelbar

to take something at face value

Never take a "final offer" at face value.

etwas für bare Münze nehmen, ungeprüft akzeptieren

Is that really the only alternative?

She paused and asked: "Is that really the only alternative?"

Ist das wirklich die einzige Alternative? (Schlüssellfrage gegen Scheinalternativen)

to widen the option space

Open questions widen the option space before you commit.

den Lösungsraum erweitern, mehr Optionen ins Spiel bringen

to call out

He calmly called out the pressure tactic and offered a new date.

etwas offen benennen, eine Taktik ansprechen

artificial deadline

The "offer expires tonight" line was an artificial deadline.

künstliche Frist (Druckmittel ohne echten Grund)

room for manoeuvre

Precise language protects your room for manoeuvre.

Verhandlungsspielraum, Handlungsspielraum

Answer key

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

BRICK 2 · FILL THE GAPS

01 **possibly**

German "eventuell" translates as "possibly". "Eventually" is the classic false friend and means "in the end".

02 **artificial**

"Artificial deadline" is the set phrase for a time limit created only to build pressure.

BRICK 3 · TRUE OR FALSE?

01 **False**

False — "You do not attack, you do not accuse — you simply refuse to accept the frame." You question the frame, not the person.

02 **True**

True — "eventually" means sooner or later, for certain. German "eventuell" (= maybe) is "possibly" in English.

BRICK 4 · ORDER

- 01 **1.** Daniel introduces the false dilemma as a pressure tactic
- 02 **2.** The Stuttgart manager asks if that is really the only alternative
- 03 **3.** Daniel gives phrases that widen the option space
- 04 **4.** A client confuses "eventually" with "eventuell"
- 05 **5.** Daniel summarises: name the frame, reframe the choice

KEEP PRACTISING LIVE

Want to practise these phrases in a real conversation?

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