

B2

NEGOTIATIONS

DIALOG · 4 MIN.

Making a Counteroffer Without Sounding Confrontational · Podcast

The offer is above budget — how to phrase a counteroffer in English that strengthens the relationship instead of straining it.

Listen to the episode +
comprehension test:

<https://www.englisch-lehrer.com/podcasts/making-a-counteroffer-without-sounding-confrontational>

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
proposal	Angebot, Vorschlag (ausgearbeitet)	<i>We reviewed the proposal with our finance team yesterday.</i>
up front	vorab, gleich zu Beginn	<i>Let me say up front that we want to continue the partnership.</i>
above our budget	über unserem Budget	<i>The premium package is above our budget for this year.</i>
Would you be open to ...?	Wären Sie offen für ...?	<i>Would you be open to a longer contract at a lower rate?</i>
counteroffer	Gegenangebot	<i>Instead of rejecting the quote, she made a counteroffer.</i>
to meet in the middle	sich in der Mitte treffen, einen Kompromiss finden	<i>They met in the middle at forty-four thousand euros.</i>
commitment	verbindliche Zusage, Verpflichtung	<i>A three-year commitment usually earns a better price.</i>
revised offer	überarbeitetes Angebot	<i>The revised offer arrived in writing two days later.</i>

BRICK 2 · FILL THE GAPS

Complete the missing word from the conversation.

above

under

beside

against

might

eventually

will

must

01 To be honest, forty-eight thousand is a little _____ our budget.

02 So: we _____ add the reporting module, depending on next year's budget.

BRICK 3 · TRUE OR FALSE?

Tick one. T = true, F = false.

01 Daniel starts the meeting by saying the price is unacceptable.

T ☐ F ☐

02 In the final package, support is included at forty-four thousand a year over three years.

T ☐ F ☐

BRICK 4 · ORDER

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

01 ☐ The "eventually/eventuell" mix-up is cleared up and the deal is summarised

02 ☐ Daniel says the price is a little above their budget

03 ☐ They meet in the middle at forty-four thousand

04 ☐ Sarah presents the package at forty-eight thousand euros

05 ☐ Daniel counteroffers: forty-two thousand for a three-year agreement

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/making-a-counter-offer-without-sounding-confrontational>

proposal

We reviewed the proposal with our finance team yesterday.

Angebot, Vorschlag (ausgearbeitet)

up front

Let me say up front that we want to continue the partnership.

Vorab, gleich zu Beginn

above our budget

The premium package is above our budget for this year.

über unserem Budget

Would you be open to ...?

Would you be open to a longer contract at a lower rate?

Wären Sie offen für ...?

counteroffer

Instead of rejecting the quote, she made a counteroffer.

Gegenangebot

to meet in the middle

They met in the middle at forty-four thousand euros.

sich in der Mitte treffen, einen Kompromiss finden

commitment

A three-year commitment usually earns a better price.

verbindliche Zusage, Verpflichtung

revised offer

The revised offer arrived in writing two days later.

überarbeitetes Angebot

Answer key

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

BRICK 2 · FILL THE GAPS

01 **above**

"Above our budget" is the standard phrase for politely flagging a price as too high.

02 **might**

False friend: German "eventuell" means "possibly/maybe" — "we might". "Eventually" would mean it will definitely happen, just later.

BRICK 3 · TRUE OR FALSE?

01 **False**

False — he starts positively ("we're genuinely interested ... up front") before raising the budget issue.

02 **True**

True — Sarah summarises: "forty-four thousand a year over three years, support included".

BRICK 4 · ORDER

- 01 **1.** Sarah presents the package at forty-eight thousand euros
- 02 **2.** Daniel says the price is a little above their budget
- 03 **3.** Daniel counteroffers: forty-two thousand for a three-year agreement
- 04 **4.** They meet in the middle at forty-four thousand
- 05 **5.** The "eventually/eventuell" mix-up is cleared up and the deal is summarised

KEEP PRACTISING LIVE

Want to practise these phrases in a real conversation?

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