

B2

NEGOTIATIONS

DIALOG · 4 MIN.

Negotiating an Exit Clause Before Signing · Podcast

Three years locked in with no way out? Before signing, a managing director negotiates an exit clause — and learns the difference between "until" and "by" along the way.

Listen to the episode +
comprehension test:

<https://www.englisch-lehrer.com/podcasts/negotiating-an-exit-clause-before-signing>

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
exit clause	Ausstiegsklausel	<i>The board refuses to sign any contract without an exit clause.</i>
locked in	vertraglich gebunden (ohne Ausstieg)	<i>Without a termination right, we are locked in for three years.</i>
termination	Kündigung, Vertragsbeendigung	<i>The agreement allows termination after the first year.</i>
notice	Kündigungsfrist, Ankündigungsfrist	<i>Either party can cancel with three months' notice.</i>
to walk away	aussteigen, sich zurückziehen	<i>We need the right to walk away if the service fails.</i>
service levels	Service-Levels, vereinbarte Leistungskennzahlen	<i>The exit clause only applies if the service levels are missed.</i>
to draft	entwerfen, aufsetzen (ein Dokument)	<i>Legal will draft the new wording this week.</i>
no later than	spätestens	<i>Please return the signed contract no later than Friday.</i>



BRICK 2 · FILL THE GAPS



Complete the missing word from the conversation.

by

until

till

at

away

out

off

back

01 You'll have it _____ Thursday, to be safe.

02 If the platform doesn't deliver what we expect, we need the right to _____ with six months' walk notice.

BRICK 3 · TRUE OR FALSE?



Tick one. T = true, F = false.

01 Jonas wants the exit clause because he does not trust Michael's company.

T ☐F ☐

02 Michael offers to tie the exit clause to agreed service levels.

T ☐F ☐

BRICK 4 · ORDER



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

01 ☐ They agree: the draft arrives by Thursday, the board decides on Monday

02 ☐ He asks for termination after year one with six months' notice

03 ☐ Michael corrects "until Friday" to "by Friday"

04 ☐ Jonas names the missing exit clause as the last open point

05 ☐ Michael proposes nine months' notice tied to service levels

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/negotiating-an-exit-clause-before-signing>

exit clause

The board refuses to sign any contract without an exit clause.

Ausstiegsklausel

locked in

Without a termination right, we are locked in for three years.

vertraglich gebunden (ohne Ausstieg)

termination

The agreement allows termination after the first year.

Kündigung, Vertragsbeendigung

notice

Either party can cancel with three months' notice.

Kündigungsfrist, Ankündigungsfrist

to walk away

We need the right to walk away if the service fails.

aussteigen, sich zurückziehen

service levels

The exit clause only applies if the service levels are missed.

Service-Levels, vereinbarte Leistungskennzahlen

to draft

Legal will draft the new wording this week.

entwerfen, aufsetzen (ein Dokument)

no later than

Please return the signed contract no later than Friday.

spätestens

Answer key

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

BRICK 2 · FILL THE GAPS

01 **by**

False friend: for deadlines, German "bis" is "by" — "until" describes duration, not a deadline.

02 **away**

"To walk away" is the fixed negotiation phrase for leaving a deal or contract.

BRICK 3 · TRUE OR FALSE?

01 **False**

False — "Trust is not the issue." The reason is a bad experience with a previous supplier.

02 **True**

True — "the exit is tied to agreed service levels"; if they are met, the clause does not apply.

BRICK 4 · ORDER

01 **1.** Jonas names the missing exit clause as the last open point

02 **2.** He asks for termination after year one with six months' notice

03 **3.** Michael proposes nine months' notice tied to service levels

04 **4.** Michael corrects "until Friday" to "by Friday"

05 **5.** They agree: the draft arrives by Thursday, the board decides on Monday

KEEP PRACTISING LIVE

Want to practise these phrases in a real conversation?

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