

B1

NEGOTIATIONS

MONOLOG · 3 MIN.

Offering a Discount for a Longer Contract · Podcast

A client wants a lower price — how to tie the discount to a longer contract term in English.

Listen to the episode +
comprehension test:

<https://www.englisch-lehrer.com/podcasts/offering-a-discount-for-a-longer-contract>

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
provided that	vorausgesetzt, dass / unter der Bedingung, dass	<i>We can start in May, provided that the contract is signed this week.</i>
to commit to	sich verpflichten zu / sich festlegen auf	<i>The client committed to a two-year contract.</i>
to lock in a price	sich einen Preis sichern / festschreiben	<i>Sign now and you lock in this year's price for 24 months.</i>
valid until	gültig bis (Dauer)	<i>The voucher is valid until the end of December.</i>
by (a date)	bis spätestens (Zeitpunkt)	<i>Please return the signed contract by Friday.</i>
counter-offer	Gegenangebot	<i>They asked for ten per cent, so we made a counter-offer of nine.</i>
to meet someone halfway	jemandem auf halbem Weg entgegenkommen	<i>Let's meet halfway: seven per cent and free delivery.</i>
in advance	im Voraus	<i>The annual fee is paid in advance.</i>



BRICK 2 · FILL THE GAPS



Complete the missing word from the conversation.

assumed

provided

supposed

agreed

until

by

to

since

01 I can offer you a discount of eight per cent — _____ that you commit to a two-year contract.

02 Please sign _____ the thirty-first.

BRICK 3 · TRUE OR FALSE?



Tick one. T = true, F = false.

01 The client originally asked for a ten per cent discount.

T ☐ F ☐

02 Markus offered the discount without any conditions.

T ☐ F ☐

BRICK 4 · ORDER



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

01 ☐ They agree on nine per cent with payment in advance

02 ☐ Markus offers eight per cent, tied to a two-year contract

03 ☐ The client asks for ten per cent

04 ☐ The client asks for a lower price

05 ☐ Markus explains the benefit of locking in the price

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/offering-a-discount-for-a-longer-contract>

provided that

We can start in May, provided that the contract is signed this week.

vorausgesetzt, dass / unter der Bedingung, dass

to commit to

The client committed to a two-year contract.

sich verpflichten zu / sich festlegen auf

to lock in a price

Sign now and you lock in this year's price for 24 months.

sich einen Preis sichern / festschreiben

valid until

The voucher is valid until the end of December.

gültig bis (Dauer)

by (a date)

Please return the signed contract by Friday.

bis spätestens (Zeitpunkt)

counter-offer

They asked for ten per cent, so we made a counter-offer of nine.

Gegenangebot

to meet someone halfway

Let's meet halfway: seven per cent and free delivery.

jemandem auf halbem Weg entgegenkommen

in advance

The annual fee is paid in advance.

im Voraus

Answer key

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

BRICK 2 · FILL THE GAPS

01 **provided**

"Provided that" is the fixed phrase for stating a condition in negotiations.

02 **by**

German "bis" tempts you to say "until" — but a latest possible moment takes "by". "Until" only describes duration.

BRICK 3 · TRUE OR FALSE?

01 **True**

True — the client asked for ten per cent, and Markus countered with nine.

02 **False**

False — the discount was tied to a two-year contract: "provided that you commit to a two-year contract".

BRICK 4 · ORDER

- 01 **1.** The client asks for a lower price
- 02 **2.** Markus offers eight per cent, tied to a two-year contract
- 03 **3.** Markus explains the benefit of locking in the price
- 04 **4.** The client asks for ten per cent
- 05 **5.** They agree on nine per cent with payment in advance

KEEP PRACTISING LIVE

Want to practise these phrases in a real conversation?

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