

B1

NEGOTIATIONS

DIALOG · 3 MIN.

Renegotiating After Material Costs Rise · *Podcast*

Steel prices are soaring and the contract runs until December — how to negotiate a fair price adjustment in English.

Listen to the episode +
comprehension test:

<https://www.englisch-lehrer.com/podcasts/renegotiating-after-material-costs-rise>

NAME

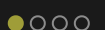
DATE

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
to rise sharply	stark ansteigen	<i>Energy prices have risen sharply since the spring.</i>
material costs	Materialkosten	<i>Higher material costs are putting pressure on our margins.</i>
to absorb	auffangen, selbst tragen (Kosten)	<i>We absorbed the shipping increase for six months.</i>
a signed agreement	ein unterschriebener Vertrag	<i>We have a signed agreement, so the terms are binding.</i>
possibly	eventuell, möglicherweise (nicht: eventually!)	<i>We could possibly split the extra costs between us.</i>
fifty-fifty	halbe-halbe, zu gleichen Teilen	<i>They agreed to split the risk fifty-fifty.</i>
a price guarantee	eine Preisgarantie	<i>The offer includes a price guarantee until next summer.</i>
delivery slots	Liefertermine, Lieferfenster	<i>Priority customers get the first delivery slots each quarter.</i>





BRICK 2 · FILL THE GAPS



Complete the missing word from the conversation.

Eventually

Possibly

Finally

Currently

costs

bills

fees

rates

01 _____ we could share the increase, starting next month.

02 Our material _____ are up eighteen per cent since January.

BRICK 3 · TRUE OR FALSE?



Tick one. T = true, F = false.

01 Laura and Jonas have a signed agreement until December.

T ☐ F ☐

02 Jonas asks Laura to pay the full eighteen per cent increase.

T ☐ F ☐

BRICK 4 · ORDER



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

01 ☐ Laura asks for priority delivery slots in the fourth quarter

02 ☐ Laura points to the signed agreement until December

03 ☐ Jonas offers a price guarantee until the end of next year

04 ☐ Jonas explains that steel prices have risen sharply

05 ☐ Jonas proposes sharing the increase fifty-fifty

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/reneegotiating-after-material-costs-rise>

to rise sharply

Energy prices have risen sharply since the spring.

stark ansteigen

material costs

Higher material costs are putting pressure on our margins.

Materialkosten

to absorb

We absorbed the shipping increase for six months.

auffangen, selbst tragen (kosten)

a signed agreement

We have a signed agreement, so the terms are binding.

ein unterschriebener Vertrag

possibly

We could possibly split the extra costs between us.

eventuell, möglicherweise (nicht: eventually!)

fifty-fifty

They agreed to split the risk fifty-fifty.

halbe-halbe, zu gleichen Teilen

a price guarantee

The offer includes a price guarantee until next summer.

eine Preisgarantie

delivery slots

Priority customers get the first delivery slots each quarter.

Liefertermine, Lieferfenster

Answer key

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

BRICK 2 · FILL THE GAPS

01 **Possibly**

"Eventuell" is "possibly" or "perhaps". "Eventually" means "in the end, at some point" — which is exactly why Laura misunderstands Jonas at first.

02 **costs**

"Material costs" is the fixed collocation; "fees" are charges for services and "rates" are tariffs.

BRICK 3 · TRUE OR FALSE?

01 **True**

True — that is why Jonas cannot simply change the price.

02 **False**

False — he proposes sharing the increase: nine per cent instead of eighteen, plus a price guarantee.

BRICK 4 · ORDER

- 01 **1.** Jonas explains that steel prices have risen sharply
- 02 **2.** Laura points to the signed agreement until December
- 03 **3.** Jonas proposes sharing the increase fifty-fifty
- 04 **4.** Jonas offers a price guarantee until the end of next year
- 05 **5.** Laura asks for priority delivery slots in the fourth quarter

KEEP PRACTISING LIVE

Want to practise these phrases in a real conversation?

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· Online.

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