

C1

NEGOTIATIONS

DIALOG · 5 MIN.

Reopening a Deal After the Budget Is Cut · *Podcast*

The board cuts twenty per cent — the client has to reopen a finished deal. How both sides save the project.

Listen to the episode +
comprehension test:

<https://www.englisch-lehrer.com/podcasts/reopening-a-deal-after-the-budget-is-cut>

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 reopen the deal	einen Deal neu aufmachen / nachverhandeln	<i>After the merger, both sides agreed to reopen the deal.</i>
across the board	pauschal, auf ganzer Linie	<i>Prices were raised by three per cent across the board.</i>
current budget	aktuelles Budget (NICHT „actual“ – das heißt „tatsächlich“)	<i>Our current budget does not cover the extra licences.</i>
lever	Hebel, Stellschraube	<i>Payment terms are often the easiest lever in a renegotiation.</i>
to phase the rollout	die Einführung in Phasen aufteilen	<i>We phased the rollout so the budget spread over two years.</i>
payment schedule	Zahlungsplan	<i>The new payment schedule stretches across two financial years.</i>
contract value	Auftragswert, Vertragsvolumen	<i>The total contract value fell by five per cent after the renegotiation.</i>
revised proposal	überarbeitetes Angebot	<i>Please send the revised proposal before the board meeting.</i>





BRICK 2 · FILL THE GAPS



Complete the missing word from the conversation.

board

table

line

budget

current

actual

topical

present

01 The board has cut our project budgets across the _____ by twenty per cent.

02 Exactly — _____, not actual. I always mix those up in English.

BRICK 3 · TRUE OR FALSE?



Tick one. T = true, F = false.

01 The board cancelled the project goal as well as the budget.

T ☐ F ☐

02 Jonas offers five per cent off the licence fees for the second phase.

T ☐ F ☐

BRICK 4 · ORDER



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

01 ☐ They agree on a revised proposal by Thursday noon

02 ☐ Jonas asks whether the project is still a priority

03 ☐ Sabine asks for a visible reduction in the contract value

04 ☐ Sabine reports the twenty per cent budget cut

05 ☐ Jonas proposes three levers instead of a simple price cut

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/reopening-a-deal-after-the-budget-is-cut>

to reopen the deal

After the merger, both sides agreed to reopen the deal.

einen Deal neu aufmachen / nachverhandeln

across the board

Prices were raised by three per cent across the board.

pauschal, auf ganzer Linie

current budget

Our current budget does not cover the extra licences.

aktuelles Budget (NICHT „actual“ – das heißt „tatsächlich“)

lever

Payment terms are often the easiest lever in a renegotiation.

Hebel, Stellschraube

to phase the rollout

We phased the rollout so the budget spread over two years.

die Einführung in Phasen aufteilen

payment schedule

The new payment schedule stretches across two financial years.

Zahlungsplan

contract value

The total contract value fell by five per cent after the renegotiation.

Auftragswert, Vertragsvolumen

revised proposal

Please send the revised proposal before the board meeting.

überarbeitetes Angebot

Answer key

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

BRICK 2 · FILL THE GAPS

01 **board**

"Across the board" means applying to everything equally — a fixed idiom, coincidentally next to the board of directors here.

02 **current**

The false friend: German "aktuell" = "current". English "actual" means real — an "actual budget" is the true figure, not today's figure.

BRICK 3 · TRUE OR FALSE?

01 **False**

False — they cut the budget, not the goal; the project remains a priority.

02 **True**

True — he offers five per cent off the second-phase licence fees as the visible gesture for the board.

BRICK 4 · ORDER

- 01 **1.** Sabine reports the twenty per cent budget cut
- 02 **2.** Jonas asks whether the project is still a priority
- 03 **3.** Jonas proposes three levers instead of a simple price cut
- 04 **4.** Sabine asks for a visible reduction in the contract value
- 05 **5.** They agree on a revised proposal by Thursday noon

KEEP PRACTISING LIVE

Want to practise these phrases in a real conversation?

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