

B2

NEGOTIATIONS

DIALOG · 4 MIN.

Saving a Deal When the Decision-Maker Changes · Podcast

Your contact has left the company and the new head of procurement wants to start over. How to save a nearly finished deal in English.

Listen to the episode +
comprehension test:

<https://www.englisch-lehrer.com/podcasts/saving-a-deal-when-the-decision-maker-changes>

NAME

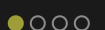
DATE

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
decision-maker	Entscheider/in, Entscheidungsträger/in	<i>Make sure the real decision-maker is in the room before you present.</i>
handover	Übergabe (von Aufgaben/Projekten)	<i>The handover to her successor took only one week.</i>
to walk someone through something	jemandem etwas Schritt für Schritt erklären	<i>Let me walk you through the business case before we discuss the price.</i>
to re-open the tender	die Ausschreibung neu aufrollen	<i>The new director threatened to re-open the tender for all IT contracts.</i>
business case	Wirtschaftlichkeitsrechnung, geschäftliche Begründung	<i>The business case shows the system pays for itself within two years.</i>
track record	Erfolgsbilanz, nachweisbare Leistung	<i>Our track record with the pilot project speaks for itself.</i>
sticking point	Knackpunkt, strittiger Punkt	<i>The exit clause was the last sticking point in the negotiation.</i>
to pick up where we left off	dort weitermachen, wo man aufgehört hat	<i>After the summer break, we picked up where we left off.</i>





BRICK 2 · FILL THE GAPS



Complete the missing word from the conversation.

boss

chef

cook

chief

sticking

stopping

sticky

standing

01 I'll confirm the exit clause with my _____ by Thursday.

02 Is that a _____ point for your side?

BRICK 3 · TRUE OR FALSE?



Tick one. T = true, F = false.

01 Tom Reid left Claire a detailed handover about the project.

T ☐ F ☐

02 Claire wants an exit clause after the first year of the contract.

T ☐ F ☐

BRICK 4 · ORDER



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

01 ☐ Claire demands an exit clause after year one

02 ☐ Jonas walks her through the pilot results in Hamburg

03 ☐ Jonas proposes a ninety-minute meeting with the business case

04 ☐ Claire announces she is reviewing every open contract

05 ☐ Claire threatens to re-open the whole tender

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/saving-a-deal-when-the-decision-maker-changes>

decision-maker

Make sure the real decision-maker is in the room before you present.

Entscheider/in, Entscheidungsträger/in

handover

The handover to her successor took only one week.

Übergabe (von Aufgaben/Projekten)

to walk someone through something

Let me walk you through the business case before we discuss the price.

jemandem etwas Schritt für Schritt erklären

to re-open the tender

The new director threatened to re-open the tender for all IT contracts.

die Ausschreibung neu aufrufen

business case

The business case shows the system pays for itself within two years.

Wirtschaftlichkeitsrechnung, geschäftliche Begründung

track record

Our track record with the pilot project speaks for itself.

Erfolgsbilanz, nachweisbare Leistung

sticking point

The exit clause was the last sticking point in the negotiation.

Knackpunkt, strittiger Punkt

to pick up where we left off

After the summer break, we picked up where we left off.

dort weitermachen, wo man aufgehört hat

Answer key

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

BRICK 2 · FILL THE GAPS

01 **boss**

False friend: the German Chef is the English boss (or manager). An English chef is a cook — Jonas corrects himself in the dialogue.

02 **sticking**

"Sticking point" is the fixed phrase for the issue that can block an agreement.

BRICK 3 · TRUE OR FALSE?

01 **False**

False — the handover was only two pages covering forty suppliers, so Claire received almost no detail.

02 **True**

True — her second condition is an exit clause after year one; she will not accept three fixed years.

BRICK 4 · ORDER

- 01 **1.** Claire announces she is reviewing every open contract
- 02 **2.** Jonas walks her through the pilot results in Hamburg
- 03 **3.** Claire threatens to re-open the whole tender
- 04 **4.** Jonas proposes a ninety-minute meeting with the business case
- 05 **5.** Claire demands an exit clause after year one

KEEP PRACTISING LIVE

Want to practise these phrases in a real conversation?

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