

B1

NEGOTIATIONS

MONOLOG · 3 MIN.

Trading a Faster Payment for a Lower Price · *Podcast*

The early payment discount in English: how to trade a faster payment for a lower price — with the phrases to match.

Listen to the episode +
comprehension test:

<https://www.englisch-lehrer.com/podcasts/trading-a-faster-payment-for-a-lower-price>

NAME

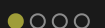
DATE

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
cash flow	Liquidität, Zahlungsstrom	<i>Late payments from customers hurt our cash flow.</i>
early payment discount	Skonto	<i>The supplier offers a two per cent early payment discount.</i>
invoice	Rechnung	<i>Please send the invoice to our accounting department.</i>
in return	im Gegenzug	<i>We signed a longer contract and got better prices in return.</i>
payment terms	Zahlungsbedingungen, Zahlungsziel	<i>Our payment terms are thirty days from the invoice date.</i>
to transfer	überweisen	<i>We can transfer the amount by the end of the week.</i>
to get a discount	einen Rabatt bekommen (nicht: become!)	<i>If we order early, we get a discount of five per cent.</i>
to make the first move	den ersten Schritt machen	<i>In price talks, it can pay to let the other side make the first move.</i>



BRICK 2 · FILL THE GAPS



Complete the missing word from the conversation.

become

get

take

win

return

back

against

reverse

01 The correct verb is 'to get' or 'to receive': if we pay early, we _____ a discount.

02 In _____, we'd like to ask for a two per cent discount.

BRICK 3 · TRUE OR FALSE?



Tick one. T = true, F = false.

01 Ben recommends demanding a fixed discount number instead of asking an open question. T ☐ F ☐

02 Ben advises checking with your own finance team before promising a faster payment. T ☐ F ☐

BRICK 4 · ORDER



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

- 01 ☐ He advises checking with your own finance team
- 02 ☐ He names two per cent as a common early payment discount
- 03 ☐ He builds the three-step offer ending with an open question
- 04 ☐ Ben explains why early payment helps the supplier's cash flow
- 05 ☐ He warns against saying 'we become a discount'

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/trading-a-faster-payment-for-a-lower-price>

cash flow

Late payments from customers hurt our cash flow.

Liquidität, Zahlungsstrom

early payment discount

The supplier offers a two per cent early payment discount.

Skonto

invoice

Please send the invoice to our accounting department.

Rechnung

in return

We signed a longer contract and got better prices in return.

im Gegenzug

payment terms

Our payment terms are thirty days from the invoice date.

Zahlungsbedingungen, Zahlungsziel

to transfer

We can transfer the amount by the end of the week.

überweisen

to get a discount

If we order early, we get a discount of five per cent.

einen Rabatt bekommen (nicht: become!)

to make the first move

In price talks, it can pay to let the other side make the first move.

den ersten Schritt machen

Answer key

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

BRICK 2 · FILL THE GAPS

01 **get**

"Bekommen" is "to get" or "to receive". "To become" means "werden" — "we become a discount" is the classic German-speaker mistake.

02 **return**

"In return" links your concession (fast payment) to your request (a discount).

BRICK 3 · TRUE OR FALSE?

01 **False**

False — he recommends the open question so the supplier makes the first move.

02 **True**

True — the cash has to be really available before you promise anything.

BRICK 4 · ORDER

01 **1.** Ben explains why early payment helps the supplier's cash flow

02 **2.** He names two per cent as a common early payment discount

03 **3.** He warns against saying 'we become a discount'

04 **4.** He builds the three-step offer ending with an open question

05 **5.** He advises checking with your own finance team

KEEP PRACTISING LIVE

Want to practise these phrases in a real conversation?

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· Online.

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