

Discussing options and negotiating action

- 1 (3.16) Read and listen to the dialogue. What are Ben and Jane planning to do?

Ben So, let's look at the options. All three of these cafés are up for sale – and the prices are similar.

Jane OK. What's this first one called?

Ben The Soup Bowl.

Jane Yuck. I don't like the name.

Ben Me neither. We could change that, I suppose.

Jane We could, but that can cause confusion – especially if it's already in the phone book and on the Internet.

Ben True. How long has it been open?

Jane About a year. It's not doing badly, apparently. It's got a fairly loyal clientele. What puts me off is its location. It's too far from a main road.

Ben I agree. And looking at these photos, we'd need to spend a lot of money sorting out the internal decoration.

Jane All in all, it isn't very appealing.

Ben I think we should move onto the next option.

Jane Yes – Mario's. Here are the photos. This one has quite a lot going for it, in my opinion.

Ben It looks very old fashioned from the outside, doesn't it?

Jane Yes, but that wouldn't cost much to put right.

Ben Where is it, exactly?

Jane At the north end of the High Street.

Ben Really? That couldn't be better. And it's quite large too – 25 tables. Can you think of any drawbacks?

Jane I've heard that the service is very slow. They get quite a few complaints.

Ben I suppose there are ways around that. For example, we could send the staff on training courses.

Jane I suppose so.

- 2 Read the dialogue again. For each café, which factors do the partners discuss? If they agree that the factor is positive, write +. If they agree it's negative, write –, if they don't agree or decide, write +/- . If they don't discuss the factor, write 0.

	The Soup Bowl	Mario's
1 name		
2 location		
3 internal decoration		
4 external appearance		
5 size		
6 quality of staff		

- 3 Match each sentence from the conversation with the best description.

- 1 So, let's look at the options.
- 2 All in all, it isn't very appealing.
- 3 I think we should move onto the next option.
- 4 This one has quite a lot going for it, in my opinion.
- 5 Can you think of any drawbacks?
- 6 I suppose there are ways around that.
- a Summarizing.
- b Saying you like something.
- c Opening the discussion.
- d Saying that problems can be solved.
- e Asking for input.
- f Continuing the discussion.

- 4 (3.17) Complete the sentences with the words in the box. Then listen and check your answers.

considering go along with 'm in favour of reached reject

- 1 I think it's definitely worth _____.
- 2 Maybe we should _____ that option.
- 3 So, have we _____ a decision?
- 4 Personally, I _____ that option.
- 5 I'll _____ that.

- 5 (3.18) Listen to the dialogue. Which café do Ben and Jane decide to buy?

- 6 Work in pairs. Imagine you have received the suggestions (1–4) below. Discuss each suggestion and decide which one to choose. Think about questions (a–d) below and include phrases from exercises 3 and 4.

- a Will it be popular with your clientele?
- b Will it be easy/cheap/difficult/expensive to organise?
- c Will it be profitable? Why?/Why not?
- d Will it be popular/unpopular with local residents?

1

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- 7 Act out your dialogue to the class.