

EXPRESSIONS FOR NEGOTIATIONS

1. Explore

- * The reason for our meeting today is...
- * As a result of...we are faced with various problems.
We were surprised to realise that...
- * Therefore we would appreciate some compensations.
We would like to renegotiate the contract.
- * Could you be more specific on this point?
Could we have more details about...
What do you have in mind?
I fail to understand how...
If I understand you well, you would like to/ you intend to...
I don't mean..... I mean.....
Maybe I was not clear enough on that point.

2. Make proposals : what would you suggest then?

- What about.... ? Why not.... ?
- I have a proposal to put forward : why not organise.... ?
- We would appreciate if you could...

3. Respond to a proposal

- * This proposal makes sense/is quite acceptable.
Indeed it is possible to.... This would be the ideal solution.
- * We appreciate the situation you're in. However....
- * I'm sorry that would put us in a difficult situation.
To be frank with you.....
But if you could..... we would be able to....
- * I'm afraid that is not feasible/acceptable.
Let me explain! Do you realise....?
I'd like to remind you that.....
I was hoping..... I was expecting.....
This is negotiable. We are quite flexible.
If we look at it in terms of..., it is clear that....

4. Bargain / make a deal

- * I have another proposal / solution to put forward. Why not...?
There is an alternative solution which consists in...
- * If you could.... we would be ready to consider....
- * In exchange, we would appreciate if you could....

5. Agreement

- * I was sure we could reach a compromise/an agreement.
- * To sum up, we agree to....
- * We still have to discuss another minor point which is....
- * We thank you for your understanding and cooperation

<p>Let me ask you a question first:...</p> <p>I fail to understand how / why/....</p> <p>You must realise that...</p> <p>We are aware of the problem but don't you think.../ but I am convinced that...</p> <p>I am sorry for the inconvenience...</p> <p>This is due to circumstances beyond our control.</p> <p>We would really appreciate if you could...</p> <p>Would that be possible?</p> <p>Would that satisfy you?</p> <p>I have one proposal / suggestion: what about ... ?</p> <p>We could envisage to.....</p> <p>There is an alternative solution : what about... ?</p> <p>Would you be ready to....?</p> <p>We understand your situation, but it is difficult for us to accept this proposal.</p> <p>I'm sorry but this is not satisfactory.</p> <p>We are expecting some kind of an effort on your part.</p> <p>Frankly this would put us in a difficult situation since...</p> <p>We would be much more in favour of...</p> <p>Let's sum up what we have discussed so far.</p> <p>We would be ready to do this provided you...</p> <p>3 years would be more realistic / satisfactory / acceptable / feasible.</p> <p>This is an interesting proposal.</p> <p>This is quite acceptable.</p> <p>I am glad we could reach an agreement / compromise.</p>	<p><i>Je vais tout d'abord vous poser une question:...</i></p> <p><i>J'ai du mal à comprendre comment...</i></p> <p><i>Vous devez comprendre que...</i></p> <p><i>Nous sommes conscients du problème, mais ne pensez-vous pas que... mais je suis convaincu que..</i></p> <p><i>Je suis désolé du désagrément.</i></p> <p><i>C'est dû à des faits indépendants de notre volonté.</i></p> <p><i>Nous serions reconnaissants si vous pouviez...</i></p> <p><i>Cela sera t-il possible?</i></p> <p><i>Cela vous satisfait-il?</i></p> <p><i>J'ai une proposition/suggestion : et si on....</i></p> <p><i>Nous pourrions envisager de....</i></p> <p><i>Il y a une autre solution : et si on... ?</i></p> <p><i>Seriez-vous prêts à... ?</i></p> <p><i>Nous comprenons votre situation, mais il serait difficile pour nous d'accepter votre proposition.</i></p> <p><i>Je suis désolé mais cela n'est pas satisfaisant.</i></p> <p><i>Nous attendons un petit effort de votre part.</i></p> <p><i>Franchement, cela nous mettrait dans une situation difficile puisque...</i></p> <p><i>Nous serions plus favorables à....</i></p> <p><i>Résumons ce que nous avons discuté jusqu'à maintenant</i></p> <p><i>Nous serions prêts à faire cela pourvu que...</i></p> <p><i>3 ans seraient plus réalistes / satisfaisants / acceptables / faisables.</i></p> <p><i>C'est une proposition intéressante.</i></p> <p><i>Ceci est tout à fait acceptable.</i></p> <p><i>Je suis content que nous soyons parvenus à un accord / compromis.</i></p>
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