

ACTIVITY SHEET

PHRASES FOR OPENING A NEGOTIATION

It's important that the words you use to open a negotiation sound congruent – like YOU speaking, not a textbook. This activity will help you work out exactly what words will work for you. Rewrite each example opener phrase, using words that feel comfortable for you.

1

Let's discuss this

2

This is something we can negotiate

3

I'm happy to talk this through and find a solution

4

I'm open to exploring this

ACTIVITY SHEET

PHRASES FOR OPENING A NEGOTIATION

5 I'd like to make a suggestion

6 Let's look at our options

7 I'm sure we can find a solution that will work for both of us

8 You've suggested one way of dealing with this. I'd like to propose some other ideas

9 Yes. That is one way to handle this. Other ways might be...