

Negociar un acuerdo con cortesía

Inglés B2 – Intermedio alto · Solucionario

Nivel: Inglés B2 (MCER, intermedio alto) · **Referencia oficial:** MCER B2 (Volumen complementario 2020), MCER B2 Interacción oral, MCER B2 Mediación

Ejercicio 1 ¿Qué función es?

1. **P**
2. **C**
3. **K**
4. **X**
5. **P**
6. **K**

Ejercicio 2 Frases para proponer

1. **How about** (+ -ing)
2. **What if**
3. **Would you be open to**
4. **I'd like to suggest**
5. **Why don't we**

Ejercicio 3 Provided that o unless

1. **provided that**
2. **Unless**
3. **on condition that**
4. **unless**
5. **Only if** (con inversión: will we agree)
6. **as long as**

Ejercicio 4 Ordena la frase

1. **What if we split the difference?**
2. **I'm afraid that won't work for us.**
3. **We could meet you halfway.**
4. **Do we have a deal?**
5. **I see your point, but...**

Ejercicio 5 Une expresión y significado

1c, 2d, 3e, 4b, 5f, 6a

Ejercicio 6 Suaviza el mensaje

1. **Could you give me a discount?**
2. **I was wondering if we could have a longer deadline.** (o I'd like a longer deadline)
3. **Would you mind telling me the final price?**
4. **I'm afraid we can't do that.**
5. **I'm not sure I agree.**

Ejercicio 7 Traduce al inglés

1. **How about meeting halfway?**
2. **I'm prepared to lower the price.**
3. **We accept provided that you pay in advance.**
4. **I'm afraid that doesn't suit us.**
5. **Do we have a deal?**

Ejercicio 8 Completa el diálogo del alquiler

1. **I see your point**
2. **Would you be open to**
3. **I'm afraid that**
4. **meet you halfway**
5. **provided that**
6. **Do we have a deal**

Ejercicio 9 Corrige el error

1. **I'd like you to reduce the price.**
2. **I agree with your offer.**
3. **It isn't possible to accept.**
4. **We accept if you pay in advance.** (presente tras if)
5. **Let's meet halfway.**

Ejercicio 10 Reescribe con la palabra dada

1. **Unless you pay today, we will cancel the order.**
2. **We'll stay as long as the price doesn't increase.**

3. **I won't sign unless you add a clause.**
4. **They'll accept provided that we guarantee delivery.**

Ejercicio 11 Elige la respuesta adecuada

1. **b**
2. **a**
3. **b**
4. **b**
5. **a**

La respuesta diplomática reconoce el punto de vista y ofrece una alternativa.

Ejercicio 12 El gráfico de la negociación

1. **400 dólares**
2. **1.000 dólares**
3. **meet**
4. **split**

Ejercicio 13 Comprensión: la propuesta

1. **Que la entrega tarde como máximo diez días.**
2. **Un 5 % para pedidos de más de 500 unidades.**
3. **Un 3 %, como punto medio.**
4. **Hasta el viernes.**

Ejercicio 14 Concede y pon condiciones

1. **We'll accept the price provided that you pay in advance.**
2. **She'll take the job on condition that they raise her salary.**
3. **We can lower the rent as long as you sign for two years.**
4. **I'll agree as long as nothing changes in the contract.**

Ejercicio 15 Traduce al español

1. **Me temo que eso no nos conviene.**
2. **Repartamos la diferencia.**
3. **Podríamos llegar a un punto medio.**
4. **Todo está sujeto a un contrato definitivo.**

Ejercicio 16 Pasa a un registro formal

1. **We would appreciate a more favourable price.**
2. **Unfortunately, we find your terms unsatisfactory.**
3. **We would be grateful if you could let us know by Monday.**
4. **We are pleased to accept your offer.**

Ejercicio 17 Mediación: las condiciones del proveedor

Modelo: **The supplier is willing to lower the price by 4%, provided that we sign for two years and pay the first instalment when we sign. Otherwise, they will keep the current price.**

Comprueba: condición con provided that, presente tras el conector y otherwise para la alternativa.

Ejercicio 18 Escribe las respuestas del director

Modelo: **B: I'm afraid £600 is above our budget. Would you be open to £450? / B: I see your point. We could meet you at £500, provided that you deliver by the 15th. / B: That works for us. Do we have a deal? Let's shake on it.**

Comprueba: rechazo cortés, contraoferta con condición y cierre claro.

Ejercicio 19 Confirma el acuerdo por correo

Modelo: **Dear Mr Brooks, to sum up what we agreed: the rent is \$1,050 a month for a twelve-month contract. The deposit is two months' rent, and I will move in on July 1. I will pay for the internet. Please send me the written contract to sign. Kind regards, Ximena.**

Comprueba: cinco condiciones, cierre cortés y unas 50 palabras.

Ejercicio 20 Escribe un diálogo de negociación

Modelo: **Santiago: Would you be open to starting at eight instead of nine? Ms Clark: I see your point, but I'm afraid mornings are busy for the team. What if you start at 8:30? Santiago: I could do that provided that I can leave at 4:30. Ms Clark: That works, as long as you attend the Monday meeting. Santiago: Agreed. Do we have a deal? Ms Clark: Yes, let's shake on it.**

Comprueba: cinco funciones, tono cortés y unas 90 palabras.