



Disagreeing with a Proposed Budget

Negotiating Budget Proposals



Lesson 3: Negotiating Budget Proposals

Disagreeing with a Proposed Budget

Language in Use

Negotiations involve listening to and presenting opinions with clear, straightforward reasons

- When disagreeing with an opinion, state your reasons and suggest alternative options.
- Clarify unclear points or opinions, and ask for reasons if the other side's suggestions don't agree with your ideas.



Lesson 3: Negotiating Budget Proposals

Disagreeing with a Proposed Budget

Key Terms

- *I see your point/ I understand, but...*
- *I don't know if we can...*
- *Couldn't we/you/they (___) instead?*

A: I think we need to focus more on cutting costs. Revenues have been down for two quarters.

B: ___ do that. We're already operating at a minimum. We need to invest in new technology to stay competitive.

A: ___ budget constraints are very tight this year. We need to prioritize what we invest in.

B: ___ move funds...



Lesson 3: Negotiating Budget Proposals

Short Roleplay

Roleplay the following situations using the key phrases below:

SITUATION 1: You and your partner need to decide on your promotional budget for your energy bars brand. You think:

SITUATION 2: You are a nut exporter in Brazil. Discuss next year's technology budget needs with your partner. You think:

Key Terms

- *I see your point, but...*
- *I don't know if that'll work... (what if we...)*
- *Couldn't we/you/they (___) instead?*



Lesson 3: Negotiating Budget Proposals

Extended Roleplay

Your insurance company is looking to lease vehicles for their staff in the US. Negotiate a leasing agreement... Talk to the lease manager about your lease proposal.

Key Terms

- *I see your point, but...*
- *I don't know if that'll work... (what if we...)*
- *Couldn't we/you/they (___) instead?*



Lesson 3: Negotiating Budget Proposals

Final RolePlay Problem

You manage budgeting at a UK fast food chain. Several franchise locations need to upgrade their kitchens... You need to negotiate with the franchise head about your demands: