

## Role Play (Business Class)

1. Person A is selling advertising space in a magazine. Person B is interested, but reluctant to buy space at the price suggested. However, she is interested and is willing to negotiate.

2. Person A is the designer of a new style of cordless iron for the home and he is looking for a manufacturer; B is the managing director of a manufacturing company but is sceptical about this product.

3. A is the managing director of a small company; B is the advertising director and wants to advertise the products on television. The MD is keen on advertising in newspapers and is unconvinced about the value of television advertising (in terms of costs and returns) so B has to try to persuade the MD.

4. A sells clothes but doesn't like products made of fur. However, her company is losing money. B produces products such as short jackets, stoles, gloves and belts made of fur. B has to try to persuade A to sell his products. There are high profit margins in fur products.

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You can see the whole lesson from your teacher, please ask them to send it to you before the class.