

Business English Phrasal Verbs for Negotiations: Learn to Talk About Prices

B1/B2



Step 1. Fill in the blanks with the correct verb from the box.



went mark bring cut threw work settled

1. Our budget is tighter than last year. We need to _____ back on travel expenses this quarter.
2. The subscription _____ up in price after the first year, which caught many customers by surprise.
3. In tourist areas, some shops _____ up prices for visitors who don't know the local rates.
4. We've had a few discussions, and I'm sure we can _____ out a deal that benefits both sides.
5. To close the deal, they _____ in an extra month of service at no extra cost.
6. They had to _____ down the price to stay competitive.
7. We've had a few meetings, but we haven't _____ on a price yet — negotiations are still going on.

Step 2. Choose one of the questions and write a short answer (5-7 sentences).

1. Have you ever had to bring down the price to win a client?
2. What's something you buy that has gone up in price recently?
3. Has your company cut back on any costs this year?
4. Have you ever asked a seller to throw in something extra? What was it?
5. Have you ever been in a long negotiation to settle on a price? What happened?
6. Have you noticed products being marked up for tourists in your country?
7. Have you ever worked out a really good deal for yourself or your company?

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1. cut
 2. went
 3. mark
 4. work
 5. threw
 6. bring
 7. settled

Thank you for learning with us!

