

상대방의 기분을 배려하면서도 정중하게 자신의 의사를 관철시킬 수 있는 <비즈니스 협상>에 관한 표현법입니다.

Let me tell you why I believe this is the best solution

상대방을 정중하게 설득해보세요!

Negotiations Example



Mr. Kim I look forward to working out a very good arrangement with you today. I know we can be a good supplier of the multi software and contents you need. I have prepared a draft of our sales contract to go over with you today. I have obtained approvals for the special price break for you.

Mr. Nugent Okay, but is this the best deal we can get?

Mr. Kim After reviewing the information you gave us, we can meet your standards and delivery schedule at a very fair price.

Mr. Nugent As you are well aware of, Personnet Corporation has been a very reliable supplier to us for many years. Why should we change?

Mr. Kim The problem is that they have reached their production capacity. They are stretching just trying to fulfill their existing orders. Also, they have no track record or expertise in producing the types of programs you need for your new contents. They would require a long lead-time before they could start production. We are the leader in designing and manufacturing these software programs.

Useful Expression

주 장

Let me tell you why I believe this is the best solution.

In line with your request, we are reducing our F.O.B. prices to you 5% retroactive to June shipment. This is the maximum that we can do for you at this time.

부 정

Although we want to avoid a deadlock as much as you do, we find your offer unacceptable/unsatisfactory.

By and large, I agree with you, but there are certain points where we disagree.

I don't think competitive pricing is as important as you think it is in this market.

I respect your opinion, however, I cannot agree with the idea.

조 건 부 수 락

Without substantial changes, I am unable to support the proposal.

If the proposed solution you sent us is your final offer, we should very reluctantly have to withdraw from the deal.

전 적 인 긍 정

We are confident that we will be able to meet your needs.

This proposal has my full support.

I am (fully) in favor of the proposal.

간 곡 한 부 탁

Please allow us to make up for the inconvenience this has caused you.