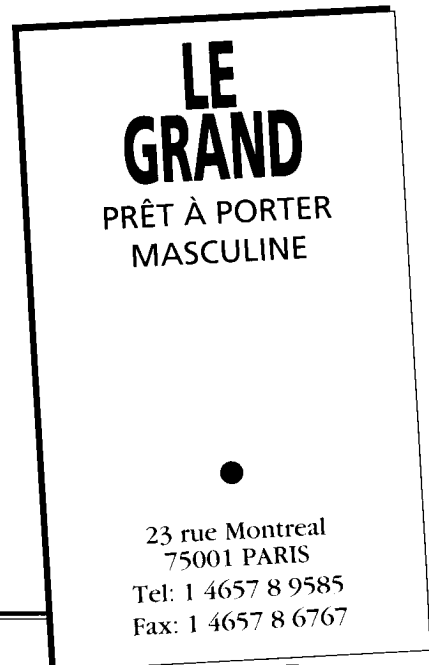
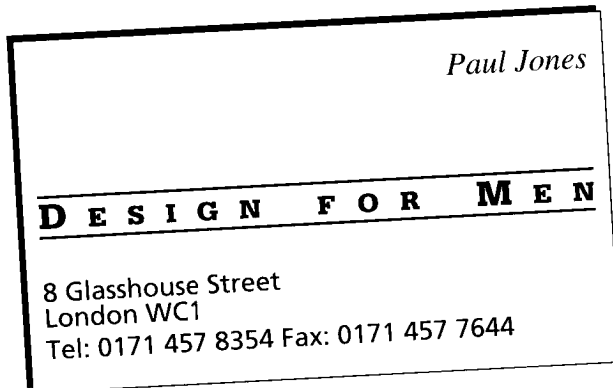


Background information



PAUL JONES INTRODUCES BUDGET RANGE

Paul Jones has announced plans to launch a low-priced range of suits in the autumn. The suits are in the same fabrics and made to the same standards as his top of the range models, though economies have been made on detailing. They should retail at about £200, as opposed to £800.

At the same time, Paul Jones continued his expansion into Europe with the opening of offices in Paris. Will the French go for this very English designer? Only time will tell.



LE GRAND
PRÊT À PORTER MASCULINE
Clothes for Men



AGENDA

- 1 Delivery time
time between receiving the order and despatch
- 2 Place of delivery
At LeGrand shops (50 in France), at the central warehouse in Paris, or at warehouses in Paris, Lyon and Marseille
- 3 Minimum delivery
- 4 Price
- 5 Payment terms
- 6 Fabrics and colours
standard or custom
- 7 Labelling
company names to appear on the label
- 8 Returns
 - 1 – time: maximum after the order that returns may be made
 - 2 – condition of the goods at the time of return
 - 3 – method of payment for refunds



Negotiation

Paul Jones's negotiating position

| Conditions | Points |
|---------------------------------|--|
| Delivery time | less than 24 hours after receiving the order -2 |
| | 24-72 hours after receiving the order 2 |
| | 1-5 days after receiving the order 3 |
| Place of delivery | Delivery to any of LeGrand's 50 shops in France free of charge. 0 |
| | Delivery to LeGrand's warehouses in Paris, Lyon and Marseille free of charge. Other locations charged extra. 4 |
| | Delivery to LeGrand's warehouse in Paris free of charge. Other locations charged extra. 5 |
| Minimum delivery | 5 suits 2 |
| | Score 1/2 point per suit above 5 |
| | Lose 1/2 point per suit below 5 |
| Price | £83.00 2 |
| | Lose 5 points per £ below £83.00 |
| | Score 1 point per £ above £83.00 |
| | Score 2 points per £ above £87.00 |
| Payment terms | 60 days after delivery -2 |
| | 30 days after delivery 2 |
| | 7 days after delivery 3 |
| Fabrics and colours | Standard fabrics and colours from the catalogue. 3 |
| | LeGrand specifies fabrics and materials at similar prices to the catalogue. <i>Note:</i> Paul Jones has a company policy of no returns on custom orders. -3 |
| Labelling | LeGrand labels only 0 |
| | Paul Jones label only 3 |
| | LeGrand plus Paul Jones names on the label 3 |
| Returns 1 • time | Returns on unsold suits up to one year after the order date. -5 |
| | Returns on unsold suits within six months of the order date. -2 |
| | Returns on unsold suits within three months of the order date. 0 |
| Returns 2 • condition | Returns accepted on unsold suits irrespective of the condition they are in. -1 |
| | Returns only accepted on suits in good condition. 3 |
| Returns 3 • payment | Refunds by bank transfer within 30 days of return. 0 |
| | No refunds – price to be credited to the customer's account. 5 |



Negotiation

Reward Upper-intermediate
Business Resource Pack

LeGrand's negotiating position

| Conditions | Points |
|---------------------------------|---|
| Delivery time | more than 3 days -3 |
| | 48-72 hours 2 |
| | less than 48 hours 3 |
| Place of delivery | Delivery to any of LeGrand's 50 shops in France free of charge. 5 |
| | Delivery to LeGrand's warehouses in Paris, Lyon and Marseille free of charge. Other locations charged extra. 2 |
| | Delivery to LeGrand's warehouse in Paris free of charge. Other locations charged extra. 0 |
| Minimum delivery | 1 suit 10 |
| | 2 suits 5 |
| | Lose ½ point per suit above 2 |
| Price | £89.00 2 |
| | Lose 3 points per £ above £89.00 |
| | Score 1 point per £ below £89.00 |
| | Score 2 points per £ below £83.00 |
| Payment terms | 7 days after delivery -5 |
| | 30 days after delivery 1 |
| | 60 days after delivery 5 |
| Fabrics and colours | Standard fabrics and colours from the Paul Jones catalogue. 0 |
| | LeGrand specifies fabrics and materials at similar prices to the catalogue. This does not affect the right to return unsold suits. 3 |
| Labelling | LeGrand labels only 0 |
| | Paul Jones label only 2 |
| | Label reading 'Designed by Paul Jones for LeGrand' 5 |
| Returns 1 • time | Returns on unsold suits within three months of the order date. 1 |
| | Returns on unsold suits within six months of the order date. 3 |
| | Returns on unsold suits up to one year after the order date. 6 |
| Returns 2 • condition | Returns only accepted on suits in good condition. 0 |
| | Returns accepted on unsold suits irrespective of the condition they are in. 3 |
| Returns 3 • payment | No refunds – price to be credited to the customer's account. 0 |
| | Refunds by bank transfer within 30 days of return. 2 |

Negotiation Worksheets **12b** and **12c** and **12d**

ACTIVITY

Pairwork and groupwork: reading, speaking

AIM

To simulate a negotiation between a clothes designer and a chain of shops.

GRAMMAR AND FUNCTIONS

Negotiating

Proposing conditions

VOCABULARY

to announce plans, to launch, low-priced, to make economies, top of the range model, to retail, expansion, to go for (= accept enthusiastically), delivery time, place of delivery, warehouse, minimum order, payment terms, refunds, free of charge, labelling returns, bank transfer, to credit an account

PREPARATION

Make one copy of Worksheet 12b for each student. Make half as many copies of Worksheet 12c as there are students in the class, and the same number of Worksheet 12d.

TIME

40-50 minutes

PROCEDURE

- 1 Tell the students they are going to practise negotiating.
- 2 Write these questions on the board:
Who is Paul Jones?
What do LeGrand sell?
Where are LeGrand's central offices?
What are Paul Jones's business plans?
- 3 Give out the copies of Worksheet 12b and ask the students to find the answers to the questions.
- 4 When they have answered the questions (*a top English clothes designer, men's clothes, in Paris, to start selling a low-priced range of suits and to open offices in Paris*), ask a few more questions.
How much does a Paul Jones suit normally cost? (£800)
How much will the new suits cost? (£200)
Will he be successful in France? (Only time will tell)
- 5 Set up the situation. LeGrand is a chain of boutiques. They want to sell Paul Jones clothes in their shops. They have about 50 outlets in France and a reputation for style and quality. Representatives of Paul Jones and LeGrand are going to meet to discuss a deal.
- 6 Go through the agenda one point at a time. Ask what they think is meant by each topic and elicit examples of how the two companies are likely to disagree. This may seem heavy going, but it is essential that everyone understands this document.

- 7 Tell them they are going to act out the negotiation.
- 8 Divide the class into two groups of equal numbers: *LeGrand* and *Paul Jones*.
- 9 Divide the groups into pairs (or groups of three).
- 10 Give out Worksheets 12c and 12d, being careful to give them to the appropriate pairs.
- 11 Explain that there is a points system to assess how well they do in the negotiation. Draw their attention to the scoring system in the right hand column of the table. They are to use this to plan strategy and assess their results. During the negotiation they may not show the other side their briefing sheet or tell them anything about their points scoring system.
- 12 Tell students that their aim is to set up a long-term trading relationship, and not simply to score as many points as possible. Ideally, both sides should be able to score highly. A high score is over 25. A good score is from 20-25.
- 13 Give the pairs 10-15 minutes to go through their negotiating briefs, discussing them and deciding on objectives and strategies. As you go round monitoring, make sure that each pair realises that the objective is to make a good deal, not simply to beat the opposing team.
- 14 Put the pairs into negotiating groups (a Paul Jones pair with a LeGrand pair) and ask them to act out the negotiation.
- 15 Ask each group their score. Find out:
 - Which pair scored highest
 - Which pair scored lowest
 - Which group produced the highest total points (both pairs combined)
 - Which produced the highest average points for the two pairs

FOLLOW-UP

Each team writes a letter to the other team confirming the agreement.