

**The lesson is tailored to suit the needs of B2/B2+ students.**

**Lesson objectives:**

- Learn negotiation skills using legal scenarios.
- Practice specific vocabulary and expressions related to negotiation and legal contexts.
- Develop speaking, listening, and critical thinking skills through role-plays and discussions.

**Warm-up: Brainstorm words and phrases related to negotiations (e.g. contract, compromise, concessions, settlement, deadlock).**

**Vocabulary practice: Match each negotiation phrase from Column A with its correct definition or context in Column B. Work in pairs to discuss your choices.**

Column A	Column B
1. Can we say it's agreed here and now?	a) Asking for time to confirm or check something.
2. We need to look at the exact figures.	b) Asking for immediate agreement.
3. I'll have to get back to you on this.	c) Highlighting a discrepancy in understanding.
4. I think we're talking at cross-purposes.	d) Requesting patience while you check something.
5. Could you bear with me for a moment?	e) Questioning the reasoning behind numbers or data.
6. What's your basis of calculation here?	f) Asking to clarify details in a discussion.

**Listening activity: Listen to the video in which the speaker present negotiation tactics used by lawyers.**

<https://www.youtube.com/watch?v=QoLogihhzp8>

**While listening:**

- note down the phrases which are used for negotiation
- focus on the reasoning behind each negotiation strategy

**Follow-up questions:**

1. Which negotiating tactic is the most useful in your opinion? Why do you think so?
2. Why can legal negotiation be difficult?
3. How do you prepare for the negotiation process?
4. When you reach deadlock during negotiation, how do you proceed?
5. Does negotiation happen only in professional contexts?

**Speaking activity: Role-play negotiation scenarios.**

Work in groups of 3. Each group will receive a negotiation scenario. Person 1 is the lawyer, Person 2 is the opposing party, and Person 3 is the mediator. Your task is to negotiate a solution using the vocabulary and strategies we discussed.

**Scenarios:**

**1. Negotiating Contract Terms**

A company is hiring a lawyer to draft a contract for a high-profile deal. The company wants to limit liability, while the lawyer argues for a higher fee due to the risks involved.

## 2. Personal Injury Settlement

A client is suing for damages after a car accident. The opposing lawyer offers a low settlement. The client's lawyer must negotiate a higher amount.

## 3. Divorce Asset Division

Two lawyers are negotiating the division of assets for their clients in a divorce case. One party insists on keeping the house, while the other wants a larger share of savings.

## 4. Intellectual Property Dispute

A tech company accuses a rival of copyright infringement. The lawyers must negotiate a settlement to avoid going to court.

## 5. Employment Contract Dispute

An employee is negotiating severance pay after being dismissed. The lawyer represents the employer, who wants to minimize costs.

## 6. Property Dispute Mediation

Two neighbors are disputing the boundaries of their properties. Their lawyers meet to mediate and find a compromise.

### Useful Prompts for Students:

- Start by stating your position (e.g., 'My client believes...').
- Offer a concession, but ask for something in return (e.g., 'We can agree to this if...').
- Use phrases like 'Let me just check,' or 'Could you go through that again?' to clarify details.

### Writing Practice: Drafting a Legal Negotiation Summary. Write a formal summary of what was discussed and agreed upon. Include:

- a) The key points raised by each side.
- b) Any concessions made.
- c) The final agreement or unresolved issues.

### Use formal phrases like:

'With reference to the discussion...'

'It was agreed that...'

'Further clarification will be provided on...'

### Revision: In your own words, explain the meaning of the words and phrases from this lesson. Try to provide the context for each.

cross-purposes

draft a contract

damages

intellectual property

deadlock

liability

settlement

severance pay

bear with me

to sue someone

asset division

copyright infringement

### Homework: Research a recent legal case where negotiation played a key role (e.g., a settlement or contract dispute). Write a short report (200 words) summarizing:

- a) The background of the case.
- b) The negotiation strategies used.
- c) The final outcome.

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