

**Worksheet No ( ) Module 8 lesson 4**

<b>Name</b> .....	<b>Title</b> : sunglasses after dark P.82,83	<b>Date</b> .....
<b>Semester</b> : 2 <sup>nd</sup>	<b>W S type</b> : Learning / Assessment	<b>Class</b> : 2 <sup>nd</sup> secondary.

**Learning Outcomes:** 1- To learn phrases for negotiating.  
 2- To extract specific information from a listening text.

**Mention ten tips for successful negotiation .**

- |          |           |
|----------|-----------|
| 1- ..... | 2- .....  |
| 3- ..... | 4- .....  |
| 5- ..... | 6- .....  |
| 7- ..... | 8- .....  |
| 9- ..... | 10- ..... |

**Imagine you are a customer at an optician's to buy sunglasses. Say as many questions as you can to the optician before buying it.**

- |           |            |
|-----------|------------|
| 1- .....? | 2- .....?  |
| 3- .....? | 4- .....?  |
| 5- .....? | 6- .....?  |
| 7- .....? | 8- .....?  |
| 9- .....? | 10- .....? |

\*\*\*\*\* **Then think of answers to those questions .**

**Listen to the dialogue between Vanessa and Bob and fill in the gaps with words you hear :**

- 1- Vanessa is from .....
- 2- Vanessa thanked Bob for the ..... he sent them.
- 3- Vanessa wants the delivery in..... but Bob says it may be in .....
- 4- Vanessa is thinking of paying after ..... days .
- 5- Bob suggested ..... for payment.
- 6- Bob said that ..... fine.