

At the moment we're doing a special offer on our top-of-the-range laptops. Would you be interested?

We'll see. I think we should discuss prices first.

Well, you know, they've only been on the market for a year and they're still retailing for £1,500. But I can let you have them at ten per cent discount.

There's no way we can afford that. You'll have to make me a better offer than that!

OK. Let's see what we can do. How many would you need?

We'll need at least ten. Why don't you give us 20 per cent off? We could work with that.

I'm afraid I can't do that. You know they're worth more than that!

OK. How about 15 per cent? And we'll pay you in three instalments. We'll also need a two year warranty.

Well, I don't know about that. Let's say we make that 13 per cent. I'll give you the warranty and you can pay half in advance and the rest in two months.

OK. That's fine. When can you deliver?