

Negotiating and modal verbs

Market Leader Pre-Intermediate Unit 2 Tapescript 2.5

Put one modal (or similar) verb into each gap below.

Now, about payment. You _____
to charge us 50 dollars an hour. That works out at 400 dollars a day, I believe.

Yes, that's the normal fee for the job.

Well, we _____ prefer to pay you a fixed amount
for the work. We _____ offer you \$6,000.

I see. Do you mind if I ask you why you _____ to pay that way?

Well, you see, that way we _____ control the cost
of the project. If we pay you per hour, the cost _____
come high. It _____ get out of control. This
way, we know where we stand.

I see. \$6,000. Mmmm, that _____
be all right, I suppose, as long as I get some money in advance. How about paying me half
when I start the work and half at the end?

Yes, I think we _____ arrange that. OK. I agree to that.

Use the mixed answers under the fold to help you.

Mixed answers

can
could
want
would

Listen and check.

Answers

Now, about payment. You _____ want _____ to charge us 50 dollars an hour. That works out at 400 dollars a day, I believe.

Yes, that's the normal fee for the job.

Well, we _____ would _____ prefer to pay you a fixed amount for the work. We _____ can _____ offer you \$6,000.

I see. Do you mind if I ask you why you _____ want _____ to pay that way?

Well, you see, that way we _____ can _____ control the cost of the project. If we pay you per hour, the cost _____ could _____ come high. It _____ could _____ get out of control. This way, we know where we stand.

I see. \$6,000. Mmmm, that _____ could _____ be all right, I suppose, as long as I get some money in advance. How about paying me half when I start the work and half at the end?

Yes, I think we _____ could _____ arrange that. OK. I agree to that.

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Perhaps we _____ can/ could _____ start, as we agreed, by discussing...

Yes, a non-exclusive contract _____ would _____ be perfect for us too.

If you prefer it that way I _____ will _____ not argue with you.

Well, we _____ can/ could _____ go fifty fifty up to an agreed limit.

We _____ can _____ talk about the exact figures later.

Well, it _____ might/ will/ would _____ be at least three years for it to be profitable for us.

- can
- could
- might
- will
- would

