

IDIOMS & PHRASAL VERBS

Negotiation and Influence

C1 | Adults / Teens | Idioms + Discussion | 45-60 minutes

Topic: Workplace | Skills: Vocabulary, Speaking

Study the phrases and examples. Discuss the questions and try to use the new language.

USEFUL LANGUAGE

1. sound someone out	ask someone's opinion before making a proposal	We sounded out the team before suggesting a shorter working week.
2. win someone over	persuade someone to support you or your idea	The detailed trial results eventually won the sceptics over.
3. hold out for	refuse to accept less than what you want	The tenants held out for a longer agreement.
4. meet someone halfway	compromise by accepting part of another person's wishes	We met them halfway and agreed to a smaller trial.
5. draw the line at	set a limit on what you will accept	I accept criticism, but I draw the line at personal insults.
6. back down	stop defending a demand or position	The supplier backed down after we showed them the contract.
7. put your foot down	firmly refuse to allow something	The organiser put her foot down about last-minute changes.
8. leave the door open	keep a future possibility available	We declined this offer but left the door open to future cooperation.

DISCUSSION

1. How can you sound someone out without making them feel pressured?
2. What is more likely to win you over: evidence, enthusiasm or personal experience?
3. When is it sensible to hold out for a better offer?
4. What makes meeting someone halfway fair rather than simply convenient?
5. Where should a manager draw the line between flexibility and inconsistent treatment?
6. Why can backing down sometimes strengthen a professional relationship?
7. When does putting your foot down become necessary in a group project?
8. How can you reject a proposal while leaving the door open?