***ТТ-4-19 Мустафина***

***Read the text again. Are these statements true (T), false (F) or we don’t know (DK).***

1. Being able to work in a group is one of the most important life skills. (T)

2. Groups of people doing social activities generally don’t need leaders. (f)

3. Members of leaderless groups often stop attending. (T)

4. Antonio Carluccio thinks he is a natural-born leader.

5.Good leaders are often slightly afraid of their role. (T)

6. Good leaders should do more work than the other group member(T)

***2.Discuss. Do you agree with the quotes? Why/Why not***

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| ‘The art of leadership is saying no, not yes, lt is very easy to say yes.’ *Tony Blair* |

The leader may disagree with the condition and express his personal opinion, which may help in the future

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| ‘The most important thing about successful leadership is knowing how to get on with people.’ *Teddy Roosevelt* |

I believe that management needs to get along with employees, because then they will respect him

|  |
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| ‘Don’t tell people how to do things, tell them what to do and let them surprise you with their results’ *George S. Patton* |

I agree with this, because a person can do things differently and better, which can lead to success.

BUSINESS SKILLS

Some of the most unusual business transactions wereconducted by Arthur Ferguson, a Scotsman, whoin 1923 sold Big Ben, Buckingham Palace, and Nelson’s column to gullibleAmerican tourists. He thenleased the White House for99 years to a Texan, but wasarrested while trying to sellthe Statue of Liberty toanAustralian.*The Ultimate List Book*

Negotiating

'We negotiate every day of our lives'. Do you agree? Think of ways that you negotiate and bargain in your everyday lives. Work in pairs and add to the lists for the following categories:

1 for yourself at work, *e. g. overtime*.

- Good afternoon, my name is ..., I am a representative of the company ..., we are engaged in the sale of stationery. Do you have time to talk?

- Yes, I'm listening to you.

- Tell me, do you use forms for printing tax documents?

- Yes, we are.

- That is, the purchase of such documents is relevant for you?

- Yes, right, but what do you want to offer?

- Our company will be interested in cooperation in the supply of such forms for you. We are ready to discuss individual pricing policies and terms of cooperation.

2 for your company at work, *e. g. delivery dates*

First of all, thank you for providing business cooperation opportunities. I am a leading procurement manager Nadezhda Viktorovna, in connection with the possibility of concluding a mutually beneficial transaction, I would like to offer you a personal meeting for negotiations next week at a time convenient for you.

3 with shop and service personnel, *e.g. car mechanics*

*I don’t understand*

4 with children, *e. g. food*

*Hello my name is Gulfia, what is your name*

*Do you like food at school?*

*Yes*

*And what is your favorite dish? Why*

*mashed potatoes, it is without lumps*

*And was it that you did not like the dish*

*not*

*ok, thanks for watching*

5 with friends, *e. g. deciding what to do.*

Hi, what are you doing?

nothing yet

Maybe will meet tonight

with pleasure

Where do you want to see

Come on in the coffee shop

in which

On Bauman Street, then take a walk

I’m waiting for you there at 19:00.