

## The Verbal Clues Quiz – Questions

What they say:	What they mean:	You might say:
We would find it extremely difficult to meet the deadline		
Our organization is not set up to cope with that		
I do not have the authority to arrange...		
It is not our normal practice to do that		
I never negotiate on price		
We can discuss that point		
We are not prepared to discuss that at this stage		
That's a lot more than our budget		
It is not our policy to give additional discounts and if we did, they would not be as much as 10%		
Our price for that quantity is X		
They are the standard terms and conditions		
It seems like an extremely reasonable arrangement		
It is a good price		
I can't say I am happy with the arrangement but...		