

Reporting to his Boss



(back in Japan)

Jun: Good morning, Mr. Stanton.

Mr. Stanton: Good morning, Jun. Have a seat please. How are you?
And how's the trip to Hong Kong?

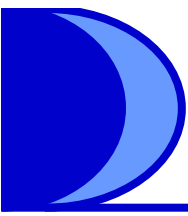
Jun: Oh yes, Boss! That's what I'm here for. We had a great conversation about the agreement. The good news is that I was able to close a very good deal. Here are some papers for more details. They had given us 20-30% discount for the 500 units purchased but for succeeding bulky purchases, they will give us a higher discount and all products are of one year warranty. By the way, they are going to deliver the products within a week.

Mr. Stanton: Congratulations! Mr. Jun Honda, you did a great job.

Jun: Thank you boss.

Mr. Stanton: You're welcome Jun, but don't forget our goal is to hit our target market within three months. Well, as I see, we are on our track now. So I'm sure we can meet our deadline. So far, you are doing an exceptional job! It was a good choice to have you handle this project.

Jun: This is what I'm paid for, Sir. Thank you so much for that wonderful remark.



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Key Words

Column A

1. Discount
2. Guarantee
3. Penalty
4. Cancellation
5. Delivery
6. Goal
7. Compromise

Column B

- a) an aim or purpose
- b) a punishment for breaking a rule or agreement
- c) Getting goods to customers
- d) a reduced price.
- e) an agreement that satisfies both parties
- f) a promise
- g) an action to stop an order