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**Intellectual Output 1**



**The Language of Negotiations for Engineering Students**

**A guidebook for English learners with theoretical and diverse hands-on activities focusing on innovative cross-cultural communication practice for engineering schools and technical universities. The course embraces diplomatic language, bargaining, active listening, self-assertion practice, and much more. It is based on authentic sources.**

**IO1: LANGUAGE OF NEGOTIATIONS**

**Written by MAŁGORZATA TOMAL**

**SJO AGH UST, KRAKÓW**

***UNIT THREE***

***TENTATIVE LANGUAGE - HEDGING IN PRACTICE***

***PART TWO***

**STUDENTS**

**I. MORE ACTIVITIES**

**C. MAKING FORECASTS AND PREDICTIONS, AND EXPRESSING DEGREES OF PROBABILITY**

**i. LOOK AT THE PHRASES BELOW, INDICATING A HIGH DEGREE OF PROBABILITY**

***Be poised to be on the verge of be on the brink of be bound to be set to be certain to be due to be going to be about to will certainly / surely***

**ii. Now work in groups of four to six for a couple of minutes. Brainstorm for ideas and prepare a draft of a short presentation on one topic from the list below, relating to the vision of the world in 2050s (you may wish to incorporate some of the prompts). Ensure each team chooses a different topic.**

When making your deductions and predictions, make sure you use both the tentative and firm language from the input above. Also try to make your predictions as plausible as you can, basing on real life, updated facts.

When you are ready, elect a representative of your team, who will present your group’s ideas to class in a one-minute speech.

The speaker who uses most of the tentative language phrases is the winner.

**Example**

SOCIAL LIFE (extensive use of social media and technology in general, social distancing, Covid 19 and other factors’ impact)

In the future world, social life ***is bound to be*** affected by modern technology – to an extent unprecedented before. People are using social media to communicate with each other more and more often. It is becoming the major means of communication even now. So in the future, ***in all likelihood*** not so very far-off, this ***is going to*** become even more common. People ***might*** give up on seeing one another in person altogether. What with the holograms and virtual reality means becoming more and more available even now? The Covid situation being over, people ***are set to*** grow used to social distancing, which ***probably will not*** help the development of their social skills.

1. EDUCATION (home schooling / online classes / highly practical approach / no humanities or arts taught)

2. TECHNOLOGY (AI, space travel, intelligent cities, robots)

3. FAMILY LIFE (demographic crisis, no traditional families, frail relations between people)

4. ECOLOGICAL CRISIS (no drinking water, climate breakdown, species becoming extinct by the day)

5. MEDICINE PROGRESS AND/OR CRISIS (viruses mutating, immunology falling, resistance to antibiotics, new epidemics)

6. WORK AND CAREER (high unemployment rate, work from home, constant change, no security)

**D. PLAYING WITH DEGREES OF PROBABILITY**

**Bearing in mind both the tentative and firm expressions relating to probability, do the following exercise.**

In pairs take turns to contradict one another: one person makes a firm statement, while the other one contradicts him/her, by toning down their claims.

**Example: It is a cloudy night. Will it rain?**

A: Look at those clouds. It is definitely going to rain tomorrow. And I was planning a trip to the mountains with my English friends!

B: Don’t fret. ***One cannot be certain***. Recently it’s been cloudy, but the gusts of wind blew the clouds away in no time. That ***might*** happen again, ***I can’t see why it*** ***shouldn’t***.

A: I hope you are right, but over the past few days there have been torrential rains and in spring such torrents are bound to recur. I don’t know what I was thinking about, planning that trip!

B: No worries. There ***might*** be a sunny spell just for you. Besides, if the worst comes to the worst, you ***might as well*** hide in that little café near the castle and wait it out, ***mightn’t you***?

1. Your friend has become a very extravagant shopper. You are worried she / he will soon go bust.

2. For the past 3 days you have been working hard on your physics course, preparing for a collection tomorrow. You feel stressed out. Your friend is comforting you, advising some remedies.

3. You are working on a very demanding project and the deadline is drawing close. Ask your professor for the second extension.

4. You have been preparing a publication of a book with two co-authors. Due to other commitments, the other two writers are late with submitting their parts of work for proof reading. You are worried you will not manage on time. Call your partners one by one and explain the situation. Your co-authors have to account for their failure to deliver on time.

**II. FURTHER PRACTICE. WRITING**

**Put in writing one of the points from each exercise above.**

**Underline the tentative and firm expressions you have used.**

**III. BIBLIOGRAPHY AND REFERENCES**

**Some ideas in the Activities Section were inspired by The Business 2.0 C1 Advanced Student’s Book, John Allison, Rachel Appleby and Edward de Chazal, pp. 26-27, MACMILLAN 2017**

***UNIT THREE***

***TENTATIVE LANGUAGE - HEDGING IN PRACTICE***

***PART TWO***

**TEACHER’S**

***In this section, Students form their own answers. The Teacher collects feedback from groups, once each Activity has been finished.***

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