

### **Comparative adjectives opposites negotiations**

*Choose a situation below, take opposite sides, and try to negotiate an agreement by compromising, suggesting alternatives, softening your position, persuading your partner, etc. It may help to decide more about the situation before you start (if the negotiation is internal or external, who you are – e.g. a union rep or boss, why you are negotiating, etc). When you reach agreement, choose another situation and do the same.*

- a bigger order/ a larger order – a smaller order
- broader duties/ wider responsibilities – narrower duties/ more specific roles
- a bulkier product – a more compact product
- a more casual dress code – a more formal dress code
- cheaper delivery – more expensive delivery
- a clearer schedule/ an emptier schedule – a fuller schedule
- closer company accommodation – more distant company accommodation
- more complicated design – simpler design
- more comprehensive insurance – more limited insurance
- more concentrated projects – more spread-out projects
- more confidential disciplinary proceedings/ more secretive disciplinary proceedings – more open disciplinary proceedings/ more public disciplinary proceedings/ more transparent disciplinary proceedings
- a cooler office – a warmer office
- more custom-made products/ more tailor-made products/ more variable products – more standardised products
- more difficult to join a union/ harder to join a union – easier to join a union
- an earlier deadline – a later deadline
- more energetic working culture/ more high-pressure working culture – more laidback working culture/ more relaxed working culture
- more fixed working hours – more flexible working hours
- flatter decision-making structures – more hierarchical decision-making
- more frequent telecommuting – rarer telecommuting
- more general training – more specialised training
- harder office chairs – softer office chairs
- a higher price – a lower price
- more irregular meetings – more regular meetings
- longer contracts – shorter contracts
- looser budget controls – stricter budget controls
- louder music – quieter music
- more modern design – more traditional design
- investment in newer companies such as startups – investment in older companies such as blue-chip companies
- employing older staff – employing younger staff
- invest in more stable markets – invest in more unstable markets/ invest in more turbulent markets
- thicker employee manuals – thinner employee manuals

*Ask about any situations which you don't understand, are not sure what to say in, etc.*

*Without looking above, try to remember the opposite of each comparative adjective below. Some have more than one possible answer, including words not above.*

a bigger order/ a larger order  
broader duties/ wider responsibilities  
a bulkier product  
a more casual dress code  
cheaper delivery  
a clearer schedule/ an emptier schedule  
closer company accommodation  
more complicated design  
more comprehensive insurance  
more concentrated projects  
more confidential disciplinary proceedings/ more secretive disciplinary proceedings  
a cooler office  
more custom-made products/ more tailor-made products/ more variable products  
more difficult to join a union/ harder to join a union  
an earlier deadline  
more energetic working culture/ more high-pressure working culture  
more fixed working hours  
flatter decision-making structures  
more frequent telecommuting  
more general training  
harder office chairs  
a higher price  
more irregular meetings  
longer contracts  
looser budget controls  
louder music  
more modern design  
investment in newer companies such as startups  
employing older staff  
invest in more stable markets  
thicker employee manuals

### Mixed answers

Use the mixed answers below to help, putting them into the correct comparative forms as you use them.

- compact
- distant
- easy
- expensive
- flexible
- formal
- full
- hierarchical
- laidback
- late
- limited
- low
- narrow
- old
- open
- public
- quiet
- rare
- regular
- relaxed
- short
- simple
- small
- soft
- specialised
- specific
- spread-out
- standardised
- strict
- thin
- traditional
- transparent
- turbulent
- unstable
- warm
- young

Check above.

Test each other on the comparative and opposites of the adjectives above:

- Say a basic adjective and see if your partner can make the comparative
- Say a comparative and see if your partner can say the opposite comparative
- Say a basic adjective and see if your partner can say the comparative and its opposite