

## Business Conversation 05: Expressing an Opinion

### Practice 1 | Useful Expressions

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**Directions:** Listen and repeat.

#### Stating an Opinion

- In my opinion...
- Personally, I think...
- If you ask me...

#### Asking for an Opinion

- What do you think?
- Care to share your opinion?

#### Expressing Agreement

- I agree with you.
- You have a point there.
- We're on the same page.

#### Expressing Disagreement

- I'm afraid I disagree.
- I beg to differ.
- With all due respect, I don't think that is true/ I think you're wrong.

## Practice 2 | Article

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**Directions:** Read the article aloud with your teacher.

### How to Accept and Embrace Disagreement

Accepting and embracing disagreement is difficult for some people who seek cooperation and harmony all of the time. Embracing disagreement is a valuable way of learning new ideas, tempering your own ideas into workable outcomes and reaching solutions that everyone can benefit from. Try the following steps for the acceptance of the disagreement. Remember that disagreement does not equal conflict. Learning about an opinion or perspective different from your own will broaden your understanding of an issue. Always stay focused on the problem, not the person. The issue is what needs to be resolved and refined, not the person. Express disagreement respectfully. For instance, you may say, "Interesting---we have different points of view. Do you mind if I explain my opinion?" Avoid telling people that your opinion is "for their own good". Acknowledge how the other person is thinking, notice what they are already doing well and replace the desire to impose your will. Exercise an open mind. Ask a lot of questions. Realize that people from different backgrounds and cultures may have very different ideas as a result of their upbringing and experiences. Use nonviolent communication. Communicate emphatically by stating observations, feelings, needs and requests. Embrace the difference. You can appreciate someone's viewpoint without agreeing with it. Know when to agree to disagree. Be tactful and diplomatic.

[Source: [www.wikihow.com](http://www.wikihow.com)]

**Check your understanding:** Answer the following questions.

1. Why is embracing disagreement valuable in expressing an opinion?
2. Why is it important to learn about different opinions and perspectives?
3. Why do you think we should focus on the problem, and not the person? What does the writer of the article mean by that?
4. What do you think “for their own good” means? Can you explain in a more detailed way?
5. What do you understand from this piece of advice: “exercise an open mind”?
6. Why do people have different ideas?
7. How can communication be done in a nonviolent manner?
8. Explain the meaning of “agree to disagree” in your own words. Does this refer to an agreement or disagreement?

### Practice 3 | Role-Play

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**Directions:** Have a role-play dialogue with your teacher. You may find a topic to express your opinion about. Below is an example of a topic:

**Topic:** Paper production leads to massive deforestation all over the world. You can argue that such a thing must be stopped since we live in a highly digitalized era or that we should not give up on paper, as it is more convenient and reliable than having information stored on computers. Bring arguments to support your opinion. Your teacher will be the counterpart.

## Practice 4 | Discussion

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**Directions:** Discuss these topics and exchange thoughts with your teacher.

1. Why do you think it is sometimes difficult to agree with another person's opinion?
2. Do you think it is impolite to disagree? Why?
3. In your culture, what techniques are being practiced in showing disagreement to an idea without offending somebody?
4. What kind of people does a company need to make decisions effectively? Why?
5. Do you think it is necessary for a company to have people with different opinions? Why or why not?
6. How do you feel when others reject your opinion?