

1 2 3 4 5

#3 (The underlined sentence indicates the argument's main claim.)

133 H: So but, Karino-san, [1] I think I would suggest is at
134 this time, and tell me if you agree or not, is that the
135 first thing is to really find out how
136 serious their timing is. [And] [2] , as I said, [2] we would
137 like to accommodate you for many reasons, you
138 being a good tenant and prestigious tenant. But
139 again [3] we, on the other hand, cannot lose a major
140 tenant for a whole quarter especially [4] considering
141 the way market is now. If we lose this one, I
142 have no idea if we can get another. [So] [5] maybe the
143 first step is rather than to try to figure out
144 alternatives at this time is just to see if
145 whether or not their timing is so critical. And
146 if they can move that date a little bit, we just
147 accommodate you.

#2

46 H: The first question I might have and you may see
47 how we can work into our agreement is [1] do you think
48 you could use less space [because] [2] have some space
49 on another floor, I think on the twelfth floor.
50 And it might be about a half or two-third of what
51 you have now. [So] if you could consolidate, then
52 [since] [3] we already have the tenants coming in, may
53 be [4] that would work out for everyone.

#6

54 K: Well, why don't you discuss this way for that.
55 [1] Six months to one year, it's another short period. ~n
56 [So] [2] if, you know, you ask us to move to other
57 floor, I think it's a little bit inconvenient for
58 us. [So] [3] why don't you do this way. We will pay
59 some moving expense to your committed tenants, the
60 tenants coming to our space. Why don't you
61 discuss with new tenants and you decide, [since] [4] you

62 already decided, [5] why don't you talk with them that
63 we will pay some moving expense convenient for
64 them to coming six months or one year later

#7

91 K: Well, I think you know [1] it's very inconvenient for
92 us to move other location even in the same
93 building. [2] The construction is ()
94 H: They are all custom-made
95 K: custom-made. [3] The reason is just, you know, out of
96 my hands just won't be able to control them. [So]
97 I think it's, [4] if with your tenants you've already
98 committed, you're trying to make the agreement, be
99 coming maybe small number of the employees or in
100 any way to manage to come temporarily or one year
101 or so
102 H: Yeah, but my understanding
103 K: in smaller space or

#10

186 K: Well, you know. At this moment, [1] my concern is you
187 already have started negotiate with your new
188 tenant and almost they are coming. [So] [2] why don't
189 you, you know
190 H: What is your rent now? I don't remember

#2: Argument

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47 how we can work into our agreement is [1] do you think
48 you could use less space [because] [2] I have some space
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52 since [3] we already have the tenants coming in, maybe
53 [4] that would work out for everyone.

MR. HORN'S CLAIM: Do you think you could use less space?

#3: Argument

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134 this time, and tell me if you agree or not, is

135 that the first thing is to really find out how
136 serious their timing is. [And] , as I said, [2] we would
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#6: Argument

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#7: Argument

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#10: Argument Interrupted

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188 tenant and almost they are coming. **So** **2** why don't
189 you, you know
190 H: What is your rent now? I don't remember