

Extract 6. Meeting 4, 51:22–52:06

- 01 L1: jos teillä on lakiosasto ni kaikki menee lakiosastoon
if you have the legal department then everything goes to the legal department
- 02 ellei toisin kerrota. heh heh
unless otherwise told. heh heh
- 03 P: mm (0.7) ja mennäas nyt takasin tää on tälle maallikolle
mm (0.7) and let's go back now this is sort of for a layperson
- SCR SLIDE CHANGE: "HOW OUR COOPERATION WORKS"
- 04 #kyl [must] vähän sekava tää teijän hinnottelu
a little confusing this pricing of yours
- SCR SCROLLING UP THE SLIDE PREVIEW->
 FIG #FIG6A
- 05 L1: [joo]
[yes]

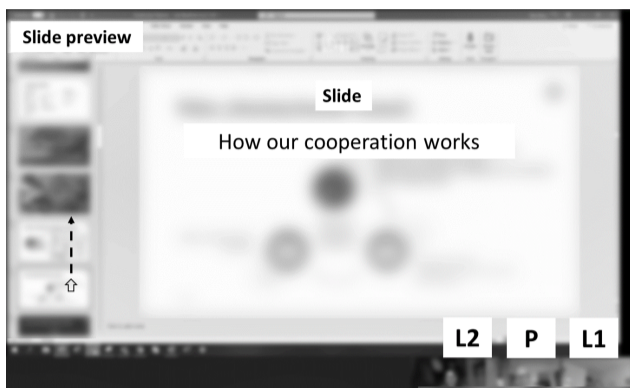


Figure 6A. L1 scrolls the slide preview upwards.

- 06 P: ni mitä se lakiosasto nyt makso sitte oikee se palvelu?
so what did the legal department cost now then that service?
- SCR - SCROLLING DOWN THE SLIDE PREVIEW->
- 07 (.) kuukaudessa.
(.) per month.
- 08 L1: odotas (.) missä se ((sopimushinta)) [on]
wait (.) where is that ((contract price))
- SCR - SCROLLING UP THE SLIDE PREVIEW SCROLLING DOWN THE SLIDE PREVIEW->
- 09 L2: [eli:]
[so:]
- 10 L1: mä hyppäsin yli [tuol]la
I jumped over it [there]
- SCR - SLIDE CHANGE: "PRICES"
- 11 P: [minust] tää ei oo kauheen selkee tää teiän
[I think] this is not that clear this
- 12 hinnottelu [jos mä nyt] suoraan sa[non]
pricing of yours if I'm honest with you
- 13 L2: [he he he]
- 14 L1: [ei] se ookaan [(--)]
it surely is not [(--)]
- 15 P: [tää on]
[this is]
- 16 kyllä vähän juristikieltä.£
certainly fa little lawyer language.£
- 17 L1: mä tiedän se on, =eiku se on oikeesti [(--)]
I know it is, =no it is really
- 18 P: [jos mä vertaan]
[if I compare to]
- 19 siihen nykyseen malliin mitä me on käytetty ni se on
the current model that we have used so that's
- 20 maailman yksinkertasin.
the simplest in the world.
- 21 (0.5)
- SCR CURSOR ON THE SLIDE "EXAMPLE PRICES FIRST YEAR" IN SLIDE PREVIEW
- 22 L2: joo
yes
- SCR SLIDE CHANGE: "EXAMPLE PRICES FIRST YEAR"
- 23 P: [ja tota]
[and well]
- 24 L1: [no onks] se vaikee jos mä sanosin ((hinta))
[well is] it difficult if I told ((price))
- 25 ja sillä te saatte kaikki peruspaketin noi (.) [>esimerkiks<]
and with that you get all those in the basic package (.) [>for example<]
- 26 P: [joo]
[yes]
- 27 L1: ja te- ((tuntimäärä)) kuukaudessa [ni]
and yo- ((number of hours)) per month [so]
- 28 P: [no nii]
[alright]
- 29 P: no toi on nyt selvä
that is now clear