

3 Location

Starting point

1 Does your company have offices or operations in different countries? Where?

2 Do you always work in the same place? What places do you visit for your job?

3 Where is your head office?

Working with words | Location and workplace

1 Match the workplaces to pictures 1–5.

Research and development (R&D) centre *Factory*
Distribution centre *Sales office* *Head office*



1 _____



2 _____



3 _____



4 _____



5 _____

2 Work with a partner. Read sentences 1–5. Which workplace from **1** do they describe?

1 We make all our products here.
2 We design new products here.
3 Our sales reps visit customers four days a week, but come here on Fridays.
4 The Managing Director and all the other company directors work here.
5 The products come here and we deliver them to customers.

3 Read about the LEGO Group. Where does it operate?

CHILD'S PLAY



LEGO® produces play materials for children. LEGO bricks and toys are popular all over the world and the company sells them in more than 140 countries. LEGO is a Danish company and its name is from the Danish phrase 'leg godt' (play well). It operates on six continents and has about 14,000 employees. There are also LEGOLAND® parks in Asia, Europe and North America.

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4 Look at the map of LEGO's locations around the world. Match the continents below to the numbers from the map 1–6.



Africa ___ Australia ___ North America ___
Asia ___ Europe ___ South America ___

5 ▶ 3.1 Listen to a presentation about the LEGO group. How many sales offices are there in each continent? Write the numbers in the table.

Number of sales offices			
Europe		South America	
Asia		Australia	
North America		Africa	

Tip | *about/around*

about/around = approximately:
The company has 847 employees.
*= The company has **about** 850 employees.*
It sells products in 102 countries.
*= It sells products in **around** 100 countries.*

6 ▶ 3.1 Listen to the presentation again. Tick (✓) the workplaces that are in each country in the table.

	Head office	R&D centre	Factory	Distribution centre
China				
Czech Republic				
Denmark				
Hungary				
Mexico				
USA				

Tip | *headquarters/HQ*

Headquarters, HQ = head office:
*Samsung's **headquarters** is in Seoul.*

» For more exercises, go to **Practice file 3** on page 90.

7 Prepare a presentation about your company or a company you know well, or use the information about the company below. Write notes about its workplaces and the locations. Give your presentation to your partner or the class. Use some of these phrases and audio script 3.1 to help you.

Good morning. Today, I'd like to tell you about … *We are … / We have …*

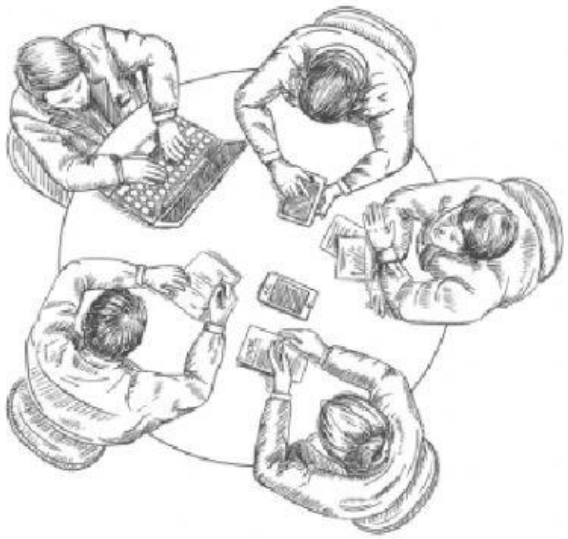
Company:	AstraZeneca pharmaceuticals
Head office:	London, UK
R&D centres:	Södertälje, Sweden (+ in North America and India)
Factories:	27 in 19 countries
Sales offices:	32 in Europe 16 in North America 12 in South America 28 in Asia and the Middle East 13 in Africa and Australia

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Key words

Match the terms on the left with the definitions on the right:

1. founder	a. a large company that does business in several different countries
2. annual turnover	b. a part of a company that is owned by a person or by other company
3. shareholding	c. a person who establishes an organization
4. subsidiary	d. a smaller company that is owned by another bigger company
5. division	e. one of the sectors or groups in a business or organization
6. multinational corporation	f. the amount of business that a company does in one year



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2 Describing a company

Listen to a description of the Toyota Motor Corporation and complete the profile below.

Company	Toyota Motor Corporation
Headquarters	
Founder	Kiichiro Toyoda
Year founded	
Year of expansion to U.S.	
Employees	
Subsidiaries	
Turnover (2018)	
Brands owned	Lexus, Scion
Shareholdings	Daihatsu Motors, Isuzu Motors and Yamaha Motors

Now listen to a description of Inditex S.A. and complete the profile:

Company	Inditex SA
Headquarters	Spain
Founder	Amancio Ortega Gaona
Year founded	
Employees	
Number of stores	
Brands owned	Zara, Pull and Bear, Massimo Dutti, Oysho and Stradivarius
Profit (2018)	

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3 Useful expressions

Study the following expressions used for describing a company. Listen to the recordings again and check the ones that you hear:

Headquarters

...is headquartered in... *...is based in...*

History

...was founded in/by... *...was established in...*

Employees

... has a workforce of ... people *... employs ... people*

Size

... operates ... subsidiaries

...has shareholdings in ...

... has a ... percent stake in ...

...runs ... stores worldwide

Market position

...is currently the world's largest...

...is the biggest ... in the world

...is one of the largest companies in ...

...has a ... percent market share

Financial results

...achieved an annual turnover of... *...made a profit of...*

Study some more expressions for describing a company:

Competitors

Our main competitors are...

Customers/clients

Products: Our main customers are/include...

Services: Our main clients are/include...

Products

We produce/manufacture ...

Services

We provide/offer ...

Now describe your company, providing information about head office location, products/services, number of employees, customers/clients, competitors, and financial information.

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