

6 A company produces products and it provides services. Write *product* or *service* next to the words in 1–6.

A	B	C
GlaxoSmithKline	provides/produces	electronic equipment <sup>1</sup> <i>product</i> _____
Microsoft		finance <sup>2</sup> _____
Sony		software <sup>3</sup> _____
Manpower		cars <sup>4</sup> _____
Toyota		staff <sup>5</sup> _____
Deutsche Bank AG		pharmaceuticals <sup>6</sup> _____

7 Work with a partner. Take turns to make sentences about the companies in 6.

*Example:* Sony produces electronic equipment.

8 Does your company produce products or provide services? Or both?

9 ►2.3 Listen to a presentation about Kikkoman. Number the presentation slides A–D in the order you hear them 1–4.



A \_\_\_\_\_



B \_\_\_\_\_



C \_\_\_\_\_



D \_\_\_\_\_

10 Complete the presentation with the verbs from the list.

*employ sell export provide buy develop*

Kikkoman is a Japanese company and we <sup>1</sup> \_\_\_\_\_ 400 million litres of soy sauce every year. We <sup>2</sup> \_\_\_\_\_ around 6,000 people in total. We <sup>3</sup> \_\_\_\_\_ soy sauce all over the world, including Asia, North America, Australia and Europe. We also <sup>4</sup> \_\_\_\_\_ new products for the pharmaceuticals industry. Restaurants, supermarkets and Asian food shops <sup>5</sup> \_\_\_\_\_ our products and we also <sup>6</sup> \_\_\_\_\_ lessons in Japanese cooking – using Kikkoman products, of course!

11 ►2.3 Listen again and check your answers to 10.

► For more exercises, go to **Practice file 2** on page 88.

12 Prepare a presentation about your company. Use some of the sentences below.

1 I'm _____	5 We employ _____
2 I'm from _____	6 We develop _____
3 I work for _____	7 We export to _____
4 We produce/provide _____	8 We sell our products to _____

13 Now give your presentation to the class.

### Tip | work + preposition

We use the verb *work* in different ways:

work **for** (an employer/company): *I work for* BMW.

work **with** (people or another country): *I work with* colleagues.

work **in** (department or area of business): *I work in* Production.