

- 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 ¹ <i>product</i> |
| Microsoft | | finance ² _____ |
| Sony | | software ³ _____ |
| Manpower | | cars ⁴ _____ |
| Toyota | | staff ⁵ _____ |
| Deutsche Bank AG | | pharmaceuticals ⁶ _____ |

- 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 ¹ _____ 400 million litres of soy sauce every year. We ² _____ around 6,000 people in total. We ³ _____ soy sauce all over the world, including Asia, North America, Australia and Europe. We also ⁴ _____ new products for the pharmaceuticals industry. Restaurants, supermarkets and Asian food shops ⁵ _____ our products and we also ⁶ _____ 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.*