

1

Companies

Learning objectives in this unit

- Talking about what companies do
- Talking about your company using the present simple
- Making polite requests
- Introducing yourself and others

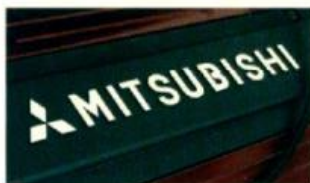
Activity

- Make that contact!

Starting point

- 1 Look at the pictures on this page. What do you know about these companies?
- 2 Do you think it's better to work for a large or a small company?
- 3 What kind of company do you work for?

Working with words | Company facts



1 Read these descriptions of some companies. Complete their names.

- 1 This company **provides** many different Internet services, including news, online shopping, and email. Most of its **sales** come from advertising on its website. Its head office is in Sunnyvale, California.
Y _____
- 2 This company **produces** tyres for cars and other vehicles. It **is based** in France, but it has more than 125,000 **employees** all over the world. It is also well known for its red and green travel guides.
M _____
- 3 This northern European company operates in the retail market. It **specializes** in low-price products, including furniture, bathrooms, and kitchens.
I _____
- 4 It's a **subsidiary** of the European Aeronautic Defence and Space Company (EADS). The company makes planes for the commercial aircraft market, where its main **competitor** is Boeing.
A _____
- 5 This company makes many different electrical and electronic products, such as TVs, computers, and mobile phones. It is South Korea's largest company and exporter.
S _____

2 Complete these sentences with the words in bold in 1.

- 1 Some companies make or _____ goods.
- 2 Other companies _____ or offer services.
- 3 If you _____ in a particular product or service, it's your main activity.
- 4 If you work for a company, you are an _____.
- 5 If your head office is in a particular city, your company _____ there.
- 6 If you work in a _____, your company is part of a bigger group.
- 7 If you sell a lot of products, your _____ are very good.
- 8 If another company operates in the same market as you, it is your _____.

» For more exercises, go to **Practice file 1** on page 102.

3 Work with a partner. Make sentences using the words in the table.

Gazprom	produces / makes ...
Pirelli	specializes in ...
AOL	operates in ...
Mitsubishi	provides / offers ...
Volkswagen	sells ...
UNICEF	's competitors are ...

4 01► An employee is talking about her company. Listen and complete the information in the table.

Name of company	BESAM
Products	¹ A _____ ² d _____ mechanisms: locks and ³ s _____ systems
Group	Assa Abloy
Nationality	⁴ S _____
Number of employees	⁵ _____,000
Sales	⁶ € _____ billion
Number of subsidiaries	⁷ _____ in 40 countries
Other information	Main ⁸ c _____ are the Eastern Company, Ingersoll-Rand, and Master Lock

**5 Work with a partner. Talk about Besam, using some or all of these phrases and the information in 4.**

- It's a(n) ... company / organization.
- It's a subsidiary of ... Its head office is ...
- It makes / produces ... It provides / offers ...
- It has ... employees It operates in ...
- It is based in ... It specializes in ...
- Its main competitors are ... It has sales of ...

6 Now talk about your company using the phrases in 5.

» Interactive Workbook » Glossary