Unit 1 Contacts

www.longman-elt.com

Working in a foreign country

to be; a/an PAGE 11: 12

Career skills: Introducing yourself

Dilemma: Who to interview?

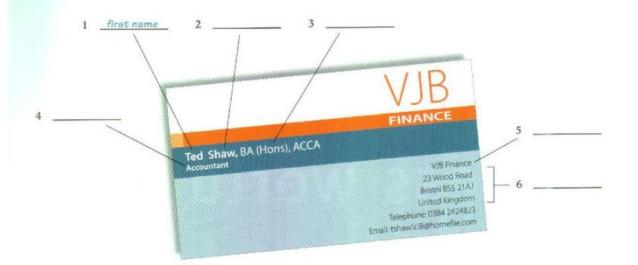
The global business world



Keynotes

In modern business, company employees often have business contacts in different countries. When we meet someone for the first time, we greet the person. We introduce ourselves by saying our first name and surname. Sometimes we give the person a business card with details about our job title and company.

qualifications address first name surname company name job title



2 Read about business cards in different countries. Complete the information with the countries in the box.

People often exchange business cards at the end of a meeting in the UK.

It is a good idea to print business cards in Spanish

Titles (for example, Dr. MBA, PhD) are important in write professional titles and qualifications on your business card.

Businesspeople give and receive business cards with both hands in Read the card immediately and then give your card to your business contact.

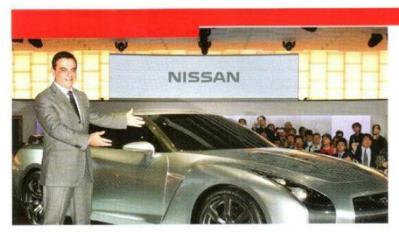
Speaking How do people greet business contacts in your country? How do people greet business contacts in other countries around the world?

Reading Read the article and find the following.

- 1 Carlos Ghosn's nationality Brazilian
- 2 two companies that he works for ______
- 3 a city in Asia
- 4 three European cities _____
- 5 a country in Asia _____

Read the article again. Are these statements true or false?

- 1 Carlos Ghosn is the head of BMW. false
- 2 He travels between Asia, Europe and the USA.
- 3 Some workers travel to different countries to work on projects.
- 4 Indian software engineers work on projects in the UK.
- 5 It's difficult to travel between European cities.
- 6 It's interesting to meet people from different countries.
- 7 Contacts in different countries are good for business.
- 8 It isn't difficult to know what country to pay tax in.



Business and travel

Working in a foreign country

There is a new type of worker in today's global business

Today, more and more people travel in their job. Carlos Ghosn is a Brazilian businessman and he travels to different countries for his work. He is the head of the French car company Renault, and he spends 40 per cent of his time in Paris. He is also the head of Nissan, and he spends 35 per cent of his

time in Asia, in Tokyo. He spends 25 per cent of his time in other countries, such as the USA.

Some employees travel to different countries to work on projects. They are in a country until a project ends and then they return home. For example, many IT engineers live in India but work

Glossary

head (n) the person who manages a

The Economist

employee (n) a person who works for a company

IT (n) Information Technology commute (v) travel to and from

tax (n) the money that a company and employees pay to the government

on projects in the UK and the USA. Other people live in a country but go to work every day in a different country. In Europe, workers regularly commute between Brussels, London and Paris. Plane tickets are not expensive and travel between the cities is easy with a European passport.

But is the increase in business travel a good thing? It is interesting for employees to meet different nationalities. It is also good for business to have contacts in different countries around the world. But there are also problems. Some employees spend a lot of time away from their home country and it is not easy for governments to decide exactly where workers should pay tax.

The Economis

Vocabulary 1 Countries and nationalities

Complete the table with a country or nationality. 1-5 are from the article on page 9. Use a dictionary to help you with 6-12.

Country	nationality	Country	nationality
1 France	French	Germany	7
♦ Brazil	2	8	Chinese
3	American	9	Polish
* 4	British	Japan	10
5	Indian	11	Russian
Spain	6	Kuwait	12

^{*} There are four countries in the UK: England, Scotland, Wales and Northern Ireland.

Look at the article again and complete the information about continents. What other continents, and people from them, can you name?

Continent	A person from this continent
1 Europe	
2	Asian

Working English

We can talk about nationality in different ways.

I'm from **Britain**. I'm **British**. It's a **British** company. I'm from **Asia**. I'm **Asian**. It's an **Asian** company.

B Choose the correct word in italics.

- 1 We're Britain / British but we live in China / Chinese.
- 2 There are a lot of USA / American workers in Hong Kong.
- 3 I'm from Poland / Polish and I live in Warsaw.
- 4 Three of our employees are in Spain / Spanish on a project.
- 5 The head of the company is Russia / Russian.
- 6 Is this your first visit to Kuwait / Kuwaiti?

2 GRAMMAR Statements with be; Articles a / an

Subject	Be			A	An
ı	am		l'm	a student	an accountant
You	are	a doctor.	You're	a teacher	an engineer
He She	is		He's She's	a programmer	an illustrator
We You They	are	doctors.	We're You're They're	Use a before no a consonant so	
Note: Us			peaking and	 Use an before with a vowel so 	A CONTRACTOR OF THE PARTY OF TH

Grammar 1.1 Introductions

Complete the sentences with the words in the box.

'n	n (x2) are (x2) 're (x2) is (x1) 's (x3)
1	A: you Polish?
	B: No, I not.
2	A: Where you from?
	B: I from Spain.
3	Marisol not from Argentina. She Mexican.
4	he American?
5	We from Ireland.
6	You French and she's Spanish.
7	Whatyour name?

B Complete the sentences. Use the correct form of be. Us	e contractions when possible.
MEET MY TEAM AT A&H DESIGN!	
These are workers at A&H design. My name Ben Carter, I 3 an architect and the CEO of A&H Design. Jeff Hanson our manager. He 5 also an engineer. Angela Green 4	
illustrator. Mia Lopez and Martin Garcia a great team!	_ architects. They'8



John Devlin and Rob Shaw meet at a conference. Complete the conversation with the correct form of to be. Use contractions where possible.

become			
John:	1 Are yo	ou Rob Shaw?	
Rob:	Yes, I 2		
John:	Hi. I 3	John Devlin. I'm with Karlsco.	
		Karlsco an American company?	
John:	No, it 5 Retcorp, aren'	a German company. You 6 t you?	with
Rob:	Yes, 1 7	* you an engineer?	
John:	No, I 9	I 10 a sales manager.	

2 Listen and check. Practise the conversation with a partner.

UNIT 2, LESSON 2 NEGATIVE STATEMENTS WITH BE; YES/NO QUESTIONS WITH BE

A ▶02-10 Listen to the sentences. Are the sentences affirmative or negative? Check (✓) the correct box.

	1	2	3	4	5	6	7	8
Affirmative	1							
Negative								

B Read Samantha's online profile. Change the false sentences from affirmative to negative. Then write true sentences. Use contractions when possible.

About me:

Samantha Rivers Relationship Status:

Age: 42 Home: Boston		wife, and a mother of two and Maddie. They're in ut it's good!
1 Compatha is a pro	arammar Sam	mantha isn't a programmer. She's a designer.
		mantha isrit a programmer. She's a designer.
	he single?	
Use contractions whe		4 Poh / your brother
A:ls_sl	he single?	_ A:
B:No.	she's not.	B: No,
2. you and Carl / frie	nds	7. you / Mike
A:		
		_ A:
B: Yes,		_ A: . B: Yes,
B: Yes, 3. Meg / married		_ A:
B: Yes, 3. Meg / married A:		A:
B: Yes, 3. Meg / married A: B: No,		A:
B: Yes, 3. Meg / married A: B: No, 4. Dana and Adam /	your kids	A:
B: Yes, 3. Meg / married A: B: No, 4. Dana and Adam / A:		A:
B: Yes, 3. Meg / married A: B: No, 4. Dana and Adam / A:	your kids	A:

B: Yes, _

B: Yes, _

anguage check 2	a/an					
	We often use a / an with singular nouns. Study the examples and complete the rules below.					
	a I'm an engineer.	c Jules is a sales manager.				
	b It's an office.	d Are you a student?				
	 We use before words that start with a consonant sound (b, c, d, f, g, h, j, k, l, m, n, p, q, r, s, t, v, w, x, y, z). We use before words that start with a vowel sound (a, e, i, o, u). 					
**	For more information, see page					
Vocabulary 2	Jobs					
. ,	Do you use a or an with the jobs in the box? Think of more jobs. Do you use a or an with them?					
	accountant designer architect lawyer receptionist teacher mechanic salesperson					
	Complete the sentences with jobs from the box above. Use a/an where necessary.					
	1 Laura is <u>a lawyer</u> - she helps people with legal problems.					
	2 Marco is – he builds offices. 3 Stella is – she's good with cars.					
	4 I'm I work with money.					
	5 Gregor and Sam are they give lessons at the college.					
	6 Philo is she's good at art.					
	7 Ronaldo and I work at Wa					
Listening 2 ①	7 Ronaldo and I work at Wa 8 Helen is she	almart - we're				
Listening 2 💮	7 Ronaldo and I work at Wa 8 Helen is she	almart – we're e welcomes visitors to the company.				
Listening 2 💮	7 Ronaldo and I work at Wa 8 Helen is she II Listen to three conversa	almart - we're e welcomes visitors to the company. tions. Are these statements true or false?				
Listening 2 ①	7 Ronaldo and I work at Wa 8 Helen is she 1 Listen to three conversa Conversation 1	almart – we're e welcomes visitors to the company. tions. Are these statements true or false? Conversation 3 5 They're teachers.				
Listening 2 ①	7 Ronaldo and I work at Wa 8 Helen is she I Listen to three conversa Conversation I 1 Petr is an engineer.	almart – we're e welcomes visitors to the company. tions. Are these statements true or false? Conversation 3 5 They're teachers.				
Listening 2 ①	7 Ronaldo and I work at Wa 8 Helen is she 1 Listen to three conversa Conversation 1 1 Petr is an engineer. 2 Hiroaki is from Saudi Ara	almart – we're e welcomes visitors to the company. tions. Are these statements true or false? Conversation 3 5 They're teachers.				

POSSESSIVE ADJECTIVES EXAMPLES

UNIT 2, LESSON 1 POSSESSIVE ADJECTIVES; QUESTIONS WITH WHO AND WHAT

Δ	1. her my 2. our her 3. their our	heck (✓) the pos 4. ☐ our 5. ☐ her 6. ☐ their	ssessive adjective your his our	7. your 8. her 9. his	our your their
B	Look at the picture. Complete the A: Here's a picture of	family. er. er. erew.	Ted Nath	names you?	Olivia Andrew parents?

Listening 4 🕣

Jan:	Hi. 1 J	an Kowalik.
Ben:	Hello. 2	_ to meet you, Jan. I'm Ben West
Jan:	What 3	are you with, Ben?
Ben:	I'm with Nerada E	electronics. 4 ?
Jan:	Γm 5	Bax Industries.
Ben:	Ah. What do you	do?
Jan:	I'm an IT 6	And you?
Ben:	I'm a finance 7	
Jan:	Is Nerada a 8	company?
Ben:	No, it isn't. It's 9_	

Unit 1 13