

Task 1. Listen and tick all expressions to start the graph presentation.

1. "I'd like to refer to..."
2. "This bar chart illustrates..."
3. "If we take a look, we can see..."
4. "You'll notice..."
5. "I'd like to draw your attention to..."
6. "As you can see..."
7. "Take a look at..."
8. "You will see..."
9. "You can see that..."



Task 2. Listen again and fill in the blanks (1-9) the missing words.

Assistant (A): Now, *I'd like to refer to* the first graph. *As you can see*, this is a bar graph measuring net sales of the first ten months of the year.

A: *You'll notice that* sales (1) _____ in the first few months. Then, there was a marked increase in April. They peaked in May around 3.2 million and (2) _____.

Then, there was a dramatic drop in the following months, followed by a (3) _____ in August and this trend has continued up until the present.

Employer (E): What is the reason for the (4) _____ in July?

A: This was mainly due to the drop off in the air conditioner sales, so it is seasonal effect.

E: Could it be a consequence of the negative effect of interest rate price?

A: Possibly.

A: Now *if I could draw your attention to* the next diagram. This is a (5) _____ of sales.

The blue line represents air conditioner sales. The red line shows heaters. As you'll note, air conditioner sales dropped steadily from January to July, bottoming out then while heaters sales experienced a (6) _____ from March to June, then dropped markedly from June to July. Then, they (7) _____ throughout September with a pronounced drop in October.

E: Does this explain the (8) _____ in total sales?

A: Largely, if we look at this pie diagram, you can see that air conditioners and heaters together represent more than half of our total sales but they vary seasonally while others appliances are fairly (9) _____ through the year.

E: Well, we can't sell air conditioners when it's cold. What's the solution?

A: Export to Europe and America.

E: Easier said than done.