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Unit 3 Talk about companies

Describe a company | Check numbers | Exchange company information

Warm up

People often talk about their company when they meet new contacts, for example at conferences, in sales situations or when they meet someone on an aeroplane. What kind of information do people usually give? Choose from the following.

- ☐ Company name
- ☐ Kind of company (for example: retail, services or manufacturing) or industry
- ☐ Location of headquarters
- ☐ Number of employees
- ☐ Name of the CEO
- ☐ Other? _____

Building vocabulary

Industries

Match the companies 1–8 with the industries a–h. Use a dictionary to help you. What other industries do you know?

1	Samsung	a	airline
2	Lloyds	b	retail
3	Nestlé	c	computer services
4	Qantas	d	electronics
5	Exxon Mobil	e	food production
6	Nissan	f	insurance
7	Microsoft	g	oil / petroleum
8	Wal-mart	h	car manufacturing

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CD 5 Listening 1

1 Listen to four people describing their company. Which industry does each person work in?

1 _____ 2 _____
3 _____ 4 _____

2 Listen again. Complete the information each person gives about their company.

1 Posies sells _____.
2 Hassel is based in _____.
3 The Rexoil headquarters are in _____.
4 Kim Sung has _____ in many countries.

What do you say? 1
Pairs

Describing a company

Find information about a company at the back of the book. Use the language below to write six sentences about it. (Don't tell your partner about your company yet.)

Student A: Axa (Turn to page 99.)
Student B: Hyundai (Turn to page 100.)

The company is called ...
It's a manufacturing / retail / services company.
It produces ... / sells ... / develops ... / makes ...
It's an American / a Japanese / a French / [other nationality] *company.*
It's based in [country].
The headquarters are in [place].

Task 1
Pairs

Objective: Describe a company

1 Take turns to describe 'your' company (Axa or Hyundai) to your partner.

2 Tell your partner about the company where you work, or about another company that you know.

CD 6 Listening 2

1 Pascual Santander talks to Helen Scott about his company, Delicias, which is based in Chile. Listen and write down the number he gives for the following.

1 Number of subsidiaries: _____
2 Number of factories: _____
3 Number of employees: _____
4 Sales: _____ USD

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2 **Listen again. Number the check questions in the order that you hear them.**

- ☐ Can you repeat that number, please?
- ☐ Sorry, is that 13 or 30?
- ☐ Sorry, can you say that again?
- ☐ So, that's twelve factories?

Strategies: Talking about numbers, page 77

Task 2
Pairs

Objective: Check numbers

Your partner will give you some numerical information about a company. Use the questions from *Listening 2* to check each number. When you are sure about the number, write it down.

- Student A use the company information below.
- Student B turn to page 100.

Koa Papers (manufactures paper products)

Subsidiaries: **40**
Factories: **9**
Employees: **11,000**
Sales: **900 million USD**

What do you say? 2

Asking questions about a company

Match the questions with the answers.

1	What's the name of your company?	a	In the UK.
2	What kind of company is it?	b	Harry Flanagan.
3	What does it make / sell / produce?	c	No, it doesn't.
4	Where are the headquarters?	d	It's a manufacturing company.
5	Does it have subsidiaries?	e	It's called Keele Machines Ltd.
6	How many employees are there?	f	About 980.
7	What are your sales figures?	g	It makes office equipment.
8	Who is the CEO?	h	£120 million a year

Grammar reference: Present simple negative, question and short answer, page 84

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Task 3
Pairs

Objective: Exchange company information

Talk about company information. Follow the instructions below.

- Take turns to ask and answer questions about a company. If you don't have the answer, you can say *I don't know*. Ask your partner questions and write the information in the profile below. Remember to check numbers and spelling.
- Student A turn to page 97.
- Student B turn to page 101.

Company profile

Company name	
Kind of company or industry	
Products / Services	
Location of headquarters	
Subsidiaries	
Number of offices / stores	
Location of offices / stores	
Number of employees	
Sales	
Name of CEO	

Summary

In this unit, you have learnt to:
- describe your company
- give numbers and check numbers
- ask and answer questions about other companies