UNIT C Revision

7 New business

VOCABULARY

Complete the sentences below with the words in the box.

balance	domestic	exchange	foreign	government
inflation	interest	labour	tax	unemployment

1 China's gross .....product is about $5 trillion.

2 The ..... rate has decreased because people have gone back to work as the economy recovers.

3 Companies are worried about paying pensions as the .....force grows older.

4 The government has offered ..... incentives to new companies in hopes of boosting the economy.

5 Businesspeople say that ..... bureaucracy makes starting a new business difficult.

6 It's common for companies to spend money overseas, but some people think that too much ..... investment in their country is a bad idea.

7 Exports have increased recently, which makes the ..... of trade much healthier.

8 Borrowers are enjoying the low ..... rate, but savers hope it increases soon.

9 Travellers from Britain to the Eurozone are enjoying a good ..... rate this year.

10 The ..... rate has dropped to 1%, thanks to the government's monetary policy.

TIME CLAUSES

Choose the best word or phrase to complete each sentence.

1 *As soon as* / *Until* the contract was signed, everyone cheered.

2 Can you please come to my office *when* / *after* the meeting?

3 Larissa said she'd phone *as soon as* / *while* she arrives in London.

4 Martin checked the projector carefully *when* / *before* he started his presentation, then began right on time.

5 Olga can't sign the contract *until* / *while* she gets Andre's approval.

6 Pierre learned to speak some Japanese *as soon as* / *while* he was working in Tokyo.

7 *Until* / *After* the delivery is confirmed, we won't release the payment.

8 We have to improve the sales forecasts *before* / *after* we can approve the project.

9 We went out *when* / *after* the meeting to celebrate the merger we'd agreed.

10 *When* / *While* I first started out as a manager, I made a lot of mistakes.

11 Yusuf got to know Peter *when* / *as soon as* they worked together for three years in Saudi Arabia.

12 Zeynep was able to write the report *until* / *while* he was waiting for his plane.

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LIVEWORKSHEETS

WRITING

You have recently become the European distributor for ChuTools, a new Chinese power-tool manufacturer. You want H&G, a big DIY chain, to sell ChuTools. Write an e-mail (80–100 words) to Alan Sykes, Purchaser at H&G, introducing ChuTools and asking for a meeting to discuss a deal. You have worked with Alan before and you know him well.

ChuTools

- Based in Shenzen
- Produces a range of DIY power tools – drills, saws and garden tools
- Mid-range price
- Very high quality for price – have received excellent reviews in trade press
- Company wants to support retailers with marketing and promotion, including prizes and special offers

8 Marketing

VOCABULARY

Cross out the word in each group that does not form a word partnership with the word in bold.

1 **advertising** share / campaign / budget / agency
2 **consumer** behaviour / profile / launch / goods
3 **market** goods / research / share / segment
4 **product** launch / lifecycle / range / segment
5 **sales** forecast / range / figures / target

QUESTIONS

A Put these words in the correct order to make questions.

1 market / the / research / Is / complete / ?
2 it / do / want / to / When / you / do / ?
3 at / to / website / Do / the / you / new / have / look / time / ?
4 survey / Did / read / you / the / ?
5 figures / the / Have / sales / seen / you / ?
6 model / How / we / should / describe / new / the / ?

B Match each question from Exercise A (1–6) to one of these answers (a–f).

a) Yes, I did. The results were interesting.
b) Yes, it is. We finished last week.
c) No, I haven't. Is there any good news?
d) Next Monday.
e) I don't know, but let's not say it's *new and improved*.
f) Yes, I do. I really want to see it.

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LIVEWORKSHEETS