


## Internet research

What is a thesaurus and when is it useful? Search for the keyword *thesaurus*. Then, in an online thesaurus, search for the nouns *credit*, *cash* and *trade*. For each noun, find synonyms, antonyms and common collocations.

## Listening

**4**  2:51-2:55 Listen to five conversations about export issues. Use verb-noun collocations from Exercises 1 and 2 to say what is happening in each.

- 1 A Slovakian company has *submitted* an application for credit. Bruno asks his colleague to \_\_\_\_\_ on their \_\_\_\_\_.
- 2 The company is going to \_\_\_\_\_ on a shipment. They need to do this to \_\_\_\_\_ with the conditions in the contract.
- 3 Francesca's boss ask her to \_\_\_\_\_ up an invoice. She doesn't want Kawasaki to get \_\_\_\_\_ with their payments.
- 4 Mr Takahashi \_\_\_\_\_ the \_\_\_\_\_. He asks for more time to pay. The company seems to be \_\_\_\_\_ into difficulties.
- 5 The companies talk about how the goods will be \_\_\_\_\_. In the end, they \_\_\_\_\_ a deal.

## Collocations

**5** How many two-word collocations can you make by combining the words *credit*, *insurance* and *customer* with the nouns in the box?

card claim credit insurance line loyalty  
period policy portfolio sales terms

**6** Use collocations from Exercise 5 to complete these sentences.

- 1 Frequent-flyer schemes, free gifts and credit are all ways of developing \_\_\_\_\_.
- 2 To avoid cash-flow problems, sales teams need to be given a clear \_\_\_\_\_.
- 3 An \_\_\_\_\_ provides cover in case of an accident.
- 4 Because old customers leave, a sales person must constantly be looking to add to their \_\_\_\_\_.
- 5 \_\_\_\_\_ reduces the risk of default on export payments.
- 6 After the fire, the company filed a \_\_\_\_\_ for compensation.

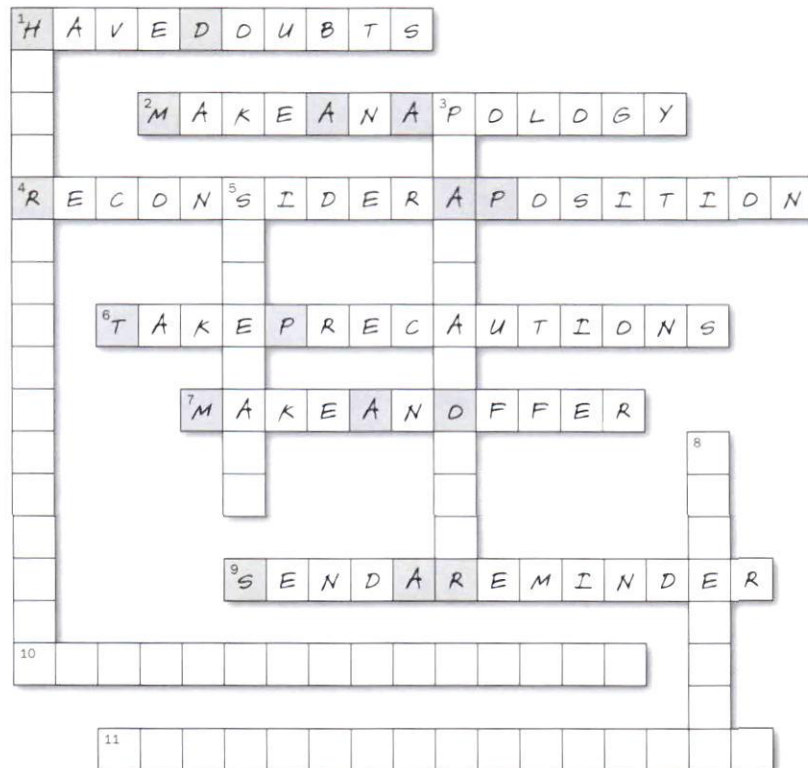
## Defining words

**7** With a partner, practise defining words relating to business transactions.

Student A: use the information below.

Student B: turn to page 121.

Give Student B definitions for 1, 2, 4, 6, 7 and 9 across. Student B will give you definitions for 1, 3, 5 and 8 down and 10 and 11 across to help you complete the crossword.



## Glossary PAGE 157

file a claim  
forwarder  
frequent-flyer schemes  
get behind with