

3.3 Grammar Articles, relative clauses and noun combinations

Definitions game (page 41, Exercise 9)

Bs
Help the other team guess the noun combinations below by giving definitions using a relative clause. If you want to make it more difficult, use synonyms instead of the exact terms in the noun combinations.

- | | |
|----------------------------|----------------------------|
| 1 a dead-end job | 4 call centre wages |
| 2 brand-building packaging | 5 newly empowered advisers |
| 3 material-saving carton | 6 email risk policy |

5.4 Speaking Negotiations – bargaining

Negotiating (page 69, Exercise 9)

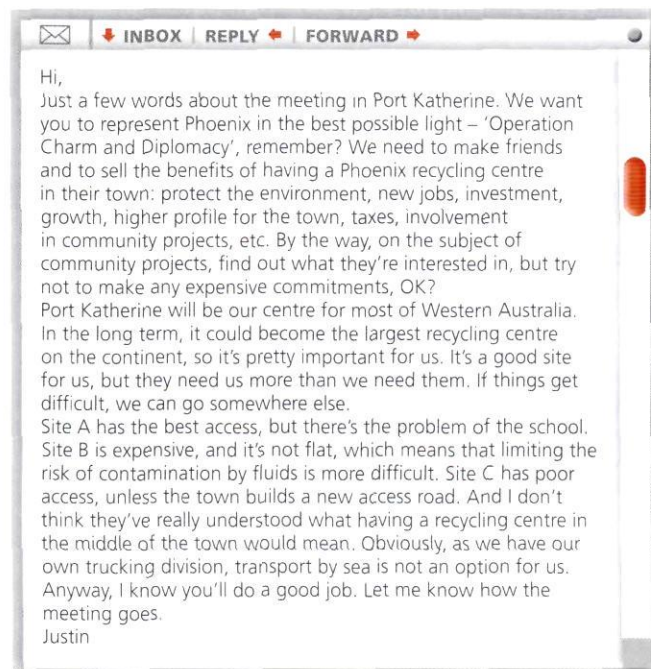
Student B
Harry Petersen's application service provider, Holman Multimedia, has gone out of business, taking with it Harry's site which was turning over a thousand dollars per day. Harry needs to hire a new provider. This time he is determined to negotiate a contract which will protect his business if there are problems. You represent Easytail, a new supplier. Your boss has given you a list of points to negotiate below. Try to negotiate more 'Ideals' than 'Unacceptable's'.

	Ideal	Acceptable	Unacceptable
Set-up time	> 2 weeks	2 weeks	< 2 weeks
Cost	15% more than Holman	same as Holman	less than Holman
Payment terms	< 30 days	30 days	> 30 days
Contract	> 18 months	12–18 months	< 12 months
Penalties if site is offline	no penalties	20–30% of average turnover	> 30% of average turnover
Penalties if contract is broken	no penalties	20% of turnover for 1 month	> 20% of turnover for 1 month

6.6 Case study Phoenix

Reading and discussion (page 85, Exercise 4)

Group C – Phoenix
Read the email from Head Office in Sydney and answer the questions.



- 1 What are your objectives at the meeting?
- 2 What sort of community projects do you think Phoenix could support?
- 3 What are Phoenix's plans for Port Katherine's future?
- 4 Which is the best site for Phoenix?
- 5 What arguments can you use against choosing the other sites?

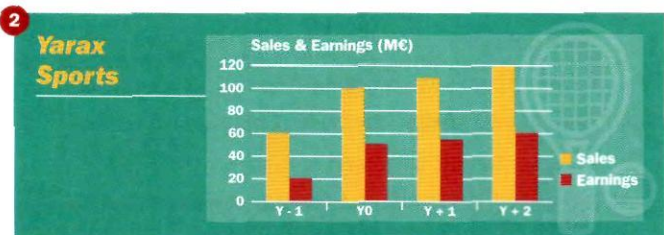
7.4 Speaking Presentations – visuals

Presentation (page 95, Exercise 6)

Student C
Present the three slides on Yarax Sports and explain why this company would be a good acquisition.

1 Yarax Sports

- Manufacturer of squash, badminton and tennis racquets
- Turnover €100M
- New brand
- Strategy: balanced growth and margins
- Estimated price: €300M



3 Yarax Sports

Benefits

- synergy
- economies of scale

Disadvantages

- diversification might weaken our brand
- could lose market share overall

8.2 Vocabulary International deals and payments

Defining words (page 103, Exercise 7)

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

