

7 Mergers and acquisitions

will

1 Match the forms of *will* in sentences 1–5 with their best explanations a–e below.

- a) The merger **will** take place next January.
b) I think the merger **will** probably take place sometime early next year.
c) I **’ll** open the window – it’s a bit hot in here.
d) I **’ll** carry your suitcase to the car.
e) I **’ll** call you next week. Bye!
- 1 a prediction about the future based on an opinion or belief
2 a future fact
3 a promise about the future
4 an instant decision – sometimes referring to something immediate, not in the future
5 an offer of help – sometimes referring to something immediate, not in the future

will has two main uses:

- 1 predictions and facts about the future
 - 2 decisions, promises and offers of help that we make at the moment of speaking
- The second use is informal, and in this use *will* is usually contracted to *’ll*.
 - Decisions, promises and offers of help are often combined:
OK, I’ll email the information to you this afternoon.
(instant decision + promise)
I’ll speak to my boss and see if we can do that.
(instant decision + offer of help)

2 Read the extract from a presentation then add the word *will* in three places and *won’t* in two places.

‘Good morning, ladies and gentlemen. I’ve called this press conference because of the rumours circulating in the media about our M&A strategy. Over the next few years our bank become a major player in Central Europe, and naturally we look at strong local banks as possible targets for acquisition. But we make any decisions until we have studied the market carefully. There has been much comment about possible job cuts, but I want to reassure you that the staff of a bank are amongst its most valuable assets. When we do make a move, there be significant job losses at the bank we acquire. In any case, we deal with this issue at the time, and I have no further comment to add now.’

3 Read these two sentences.

- 1 There will be significant job losses.
- 2 There won’t be significant job losses.

Now add the word *probably* in the correct place to both sentences (but not at the beginning).

4 Match comments 1–5 with responses a–e below.

- 1 Bye!
2 Are you ready to order now?
3 Can you send me a copy of your new brochure?
4 I only have an hour to get to the airport.
5 Are you going for a drink with your colleagues?
- a) Of course, I’ll put one in the mail this afternoon.
b) Bye! I’ll see you tomorrow.
c) Don’t worry, I’ll call a taxi.
d) Yes, but I don’t think I’ll be back late.
e) Yes, I’ll have the roast lamb.

5 Look at the use of *’ll* in responses a–e in Exercise 4. Which one is the best example of:

- 1 a prediction?
- 2 a future fact?
- 3 an instant decision?
- 4 a promise?
- 5 an offer of help?

be going to

6 Read the information about *be going to* in the box.

Be going to has two main uses:

- 1 predictions, especially where there is strong evidence in the present situation
Look out! It’s going to fall.
- 2 plans and decisions we have already made.
We’re going to cut forty jobs next month.

Now decide how *be going to* is used in each sentence. Write *prediction* or *plan*.

- 1 It says in this article that there are going to be job cuts in our banking sector because of all the foreign acquisitions. _____
- 2 I’m going to see my bank manager about the loan next week. _____
- 3 You want delivery by the end of the month? That’s going to be difficult. _____
- 4 We’re going to launch the new model at the Frankfurt Motor Show. _____
- 5 There’s too much to do before the deadline. We’re not going to have enough time. _____
- 6 We want to expand our operations in Central and Eastern Europe, so we are going to open new branches in Bratislava and Warsaw. _____

7 Read the evidence in the first sentence. Then use the words in brackets to make a prediction with *be going to*.

- 1 American banks want to expand in Slovakia.
(Citibank/make a bid for Tatra Banka.)

- 2 There’s too much to do before the deadline.
(We/not have enough time.)
