6

K: Are you sure I'll be able to record TV programmes? I mean, I'm not very good at anything technical.

L: Oh, yes. No worries. My five-year-old can operate this model. It's dead easy.

1:35

Good afternoon everybody. Imagine you're on a fishing trip. It's the middle of the night. It's dark, it's foggy, and you're sailing your boat between dangerous rocks. Are you afraid? Not at all. You are supremely confident, checking and adjusting your route with just a touch of a finger on a screen. How do you do it?

Well, I'm here today to tell you about the ChartTech i3, an extraordinary, nautical information system, where a touch-controlled screen enables you to operate several different navigation functions with the touch of a finger.

Let's start with Touch Screen Command. Just by touching the screen, you can view and change charts, calculate distances, create a route and a lot more. The large colour display screen automatically shows you a bird's-eye view of where you are and where you're going.

Moving on to what's below the water. Thanks to the radar overlay, you see exactly what the fish are seeing. And the Touch Screen 3D Fishfinder, will help make your fishing trips considerably more successful!

Now, can I just turn to communications? The ChartTech i3 can send fax, email and voice messages. You can request and receive weather reports based on your actual GPS position. And you can even automatically monitor vital onboard systems when you're away from your boat.

So, I'll just sum up the ChartTech i3's main features. Let's just go back to our midnight fishing trip. First, Touch Screen Command lets you navigate between the rocks with just one finger and a bird's-eye view. Secondly, the underwater radar and fishfinder shows you where the rocks are, and where the fish are hiding. Finally, the communications functions mean you can receive and send important data on the weather, your location and your boat at any moment.

I'd like to finish by inviting you to try the ChartTech i3 for yourself. Our website has an incredibly realistic simulation that you can try out without ever getting your feet wet. Thank you very much.

3.3 Grammar Articles, relative clauses and noun combinations

1:36

Synth voice: Please record your product review and your rating out of five after the beep. Thank you for your feedback.

Customer: This is easily the best phone I've had so far. It's the perfect phone for the basic user. I have already bumped it and dropped it a few times but it's still going strong. The battery life is incredible. Overall, it's a real workhorse – there are no frills, but it does what a cellphone needs to do. I rate it five out of five.

1:37

1

Synth voice: Please record your product review and your rating out of five after the beep. Thank you for your feedback.

Customer: I hate this phone. It's too small – I can't open the flip cover with one hand. There's no screen on the outside to see the caller identity. The reception is horrible. It drops calls probably 30% of the time. There is a very long key delay, which is incredibly annoying. I am anxiously awaiting the day I can upgrade and get rid of this monstrosity. I rate it zero out of five.

1:38

2

Synth voice: Please record your product review and your rating out of five after the beep. Thank you for your feedback.

Customer: I've had the phone for about three weeks. I like the size and the design. The features are good too. It's easy enough to use, and it has survived a couple of drops. However, the alarm clock won't work anymore. I'm not too sure about the internal antenna. I hate having a full signal when making a call, only to have a dramatic drop when I put the phone to my head. Everybody says it's the telecom company's fault, not the phone, or maybe I just got a bad one. We'll see. I'm going to try the 9200 next. I would give it a rating of three out of five.

3.4 Speaking Presentations – structure

1:39

Version 1

A: Um, shall I start then? OK, I know, erm, I know you're going to be very excited by the Pingman, like me! So, I'm sure you'll have lots of questions. And, perhaps we'll take questions after the demonstration.
OK, um, we've done lots of tests, which have all been very positive, and, er, there are lots of different markets for the Pingman, children, adults, dogs, businesses, and so on. We think there's an enormous potential for this product ...
Until now, GPS tracking systems have been too bulky, too heavy and too unreliable indoors to be used as personal tracking devices. Our Pingman weighs only 75g, and, well, we'll show you how it works in a few minutes ... on the, er, the Internet. So, you know, you can connect to the Internet from anywhere in the world, and just ping your user to know exactly where they are. Within one metre... er. Nobody else has a product like this on the market, so we want you to approve the investment, because there's a huge market.

B: What do you mean by 'ping'?

A: Oh, yes, on the Internet, you tell a satellite to send a signal to the device, and the device answers the signal, and then the satellite can calculate the device's exact location. Anyway, it only weighs 75g, did I say that already? Yes, er, 75g, it's five centimetres in length and about three point five centimetres wide, so, about half the size of a cellphone, and there are different models for children or adults. Tests were really positive, and our sales forecasts are excellent. There's also a model for animals; it's built into a collar so, if you lose your dog, for example, you just ping it from the Internet to know where it is. So, er, unless you want to ask questions, I think we'd better have the demonstration. Um. Oh, I forgot to mention profitability. We think it will, er, will be profitable. Very profitable. OK, are there any questions? No? No questions? Um, OK then, let's have the demonstration. It's, er, at the back of the room. Yes. Er, ...

1:40

Version 2

A: Good morning everybody. Would you like to know at all times exactly where your young child or teenager is? How comforting would it be to know that your elderly mother is safely back home from the shops? How much would it be worth to know precisely where your sales reps or technicians were? And how much time would you save if you knew where your dog was hiding? Well, here's the answer. I'm here this morning to present the Pingman, a revolutionary new personal GPS tracking device and to ask you, members of the Board, to approve the investment needed to start production.

Now, I know you're going to be very excited by the Pingman, so I'm going to give you a quick overview of the product in about fifteen minutes. After that, there'll be a hands-on demonstration, and I've allowed some time for questions and discussion after that. But if you have any questions that can't wait, feel free to interruput me, OK?

I've divided my presentation into three sections. First of all, I'm going to talk to you about the background to this project and the current offers on the market. After that, I'll be talking about the prototype, the specifications and the data we've collected from tests and focus groups. Finally, I'd like to present a business plan which will show you why we expect the return on investment in this product to be condsiderable.

OK, so, let's start with the background. Now, GPS tracking systems are not new, but until now they've been too heavy, and too unreliable indoors to be used as a personal tracking device. What's new about the Pingman is that we can build it into a wrist strap or collar small and light enough to be worn comfortably by a small child or a dog. For the first time, it will be possible to locate the wearer via the Internet, anywhere in the world, indoors or out, 24 hours a day....
... does that answer your question?

OK, so, I'd like to wrap up the presentation and move on to the demonstration. Let me just summarize what I've already told you. Firstly, I explained why there is a huge market just waiting for this product. Secondly, I presented the different specifications for the child, adult and animal versions we intend to launch, and the positive reactions we've had during trials. Last, but not least, I have given you the strongest possible reasons why you should approve this investment: extraordinary sales forecasts, strong cash flow and unprecedented profitability.

Now, if you'd like to move to the back of the room, our R&D staff are ready to start the demonstration and to answer your questions. Thank you very much for your attention.

1:41

I've divided my presentation into three sections. First of all, I'm going to remind you of the background to this project and the current offer on the market. After that, I'll be talking about the prototype, the specifications and the data we've collected from tests, focus