Listening

4 🎧 2:27–2:30 **Listen to four extracts from a meeting about the factory sites in Exercise 3 and answer the questions.**

1 Which step in the decision-making process is being discussed in each extract?
2 Which sites do Claire and Bernard prefer?
3 Do they accept the final choice?

5 🎧 2:27–2:30 **Listen again and put the words in these expressions in the right order.**

1 conditions find ideal need satisfy solution the to to we What would?
2 a and between characteristics desirable distinction draw essential need requirements to We.
3 Can more quantify specifically that we?
4 a all can consider draw Let's list options; our up we?
5 are avenues cover Does everything, explore or other should that there we?
6 a cost five of on one put scale to Where would you?
7 a as as Cost critical give I'd isn't it nearly only workforce; three.
8 can It Nice out rule seem that we would.
9 Do for go Lille we?
10 is it Lille then.

Vocabulary

6 **Complete the expressions from Exercise 4, and find four pairs which have a similar meaning.**

1 out of the _____
2 a make or _____ factor
3 it stands to _____
4 out of the _____

5 the be all and _____ all
6 the _____ speak for themselves
7 it's pretty black and _____
8 it's an open and shut _____

? **Work with a partner. Suggest more appropriate business language for the meeting below.**

A: ~~Listen up you guys!~~ *Gentlemen, may I have your attention?*
We gotta pick a city for the conference. Gimme your possibles.
B: Chicago, Palermo, Tokyo.
A: That's it?
C: Moscow?
A: OK, how do we pick the best?
B: Decide what you wanna have and what you gotta have.
C: Well, you gotta have cooperation.
A: You wanna put a number on that?

Later ...
A: OK, now casinos; out of five?
B: Five.
C: Nah, clubs before casinos. Three, max.
A: So! Palermo is a no. Tokyo? Moscow? No. So I guess it's Chicago. OK?
B: Yeah. No place like home, eh, boss?

Discussion

? **Work in small groups. You are managers of *Animal Health*, a veterinary practice catering for domestic and farm animals in Sweden. Your team of vets cover long distances by road to reach their patients in rural and sometimes remote areas. Company cars are an essential tool, an advertisement for your service and also an important perk of the job: good vets are difficult to recruit, and they appreciate being allowed to use them as a family car for weekends and holidays.**

You are meeting to decide which model to choose for your new fleet of cars – a saloon, sports model, station wagon, 4WD SUV, minivan or perhaps another type?

Consider your options and criteria, and use a grid analysis to reach a decision.

7.4 Management skills