

How to reach a conclusion

In this lesson you will learn language for expressing conclusions at a meeting.

Starter

- 1 Do the photography questionnaire. Then ask your teacher the same questions.

- 1 How often do you take photographs? frequently / hardly ever / on special occasions only
- 2 Do you own any of the following cameras? digital / film / video / CD or DVD
- 3 What do you usually do with your photos? keep them in albums / print some and destroy the rest / save them on CD, DVD, or on the computer
- 4 Do you use your mobile phone to take photos? frequently / occasionally / never

Expressions

FAST-FOTO is a franchise chain of camera shops with outlets in several European countries. The master franchisees meet Nicolas Hanther, the managing director, to discuss the future strategy of the company.

- 1 Listen to the first extract from the meeting. Answer the questions.

- 1 What decision do they have to take at the meeting?
- 2 What are the 'three alternatives' that Philippe mentions?

- 2 Listen to the second extract from the meeting, where two people offer their opinions. Answer the questions.

- 1 Which alternative does each person support?
- 2 Who does Nicolas agree with?

- 3 Listen to the final extract from the meeting. Nicolas summarizes the decisions of the management team. Using the headings opposite, make notes about the conclusions. Then summarize the action plan to your teacher.

to end of January from January onwards
before the end of May single use cameras
additional investment agreed

Speaking

- 1 With your teacher brainstorm as many pros and cons as you can concerning the following points. Summarize your conversations and express any conclusions using language from the Expressions section.

People should have at least five years' business experience before they do an MBA.

Holidays should be limited to a maximum of three separate 10-day periods.

Companies should encourage staff to take a sabbatical year after seven years of service.

Language box

The definite article is used when we refer to something specific which is usually known to both speaker and listener:

- Can I use the car tonight?
(= you know which car I'm talking about)
Where's the money going to come from?
(= you know how much we will need)

General statements using uncountable nouns do not use the definite article in this sense:

Quality is more important than price.

The is also used to make a general statement using a singular noun as an example of many others - an alternative is to use a plural countable noun without the article:

- The computer has revolutionized our lives.
Computers have revolutionized our lives.

20.1-20.3

- 4 Listen again to the three extracts from the meeting. What expressions do the different people use instead of the following?

Extract 1

The decision is obvious. We have no real choice.

The report outlines the present scenario.

Extract 2

in my opinion

There are more arguments in favour

We were going to have the same opinion

The most important aspect is

Extract 3

I'd like to end this discussion

The best thing to do

Finally, in summary

The same proposal is supported by everyone



Hint

The word **mind** has many different uses in English. Look at the following examples. Pay special attention to the prepositions used.

I think he's got something on his mind. (= something is worrying him)

Please bear me in mind for that new job. (= please consider employing me)

Come on! Make up your mind! We haven't got all day! (= make a decision about something, choose the best alternative)

Writing

- 1 Study the following results of a survey about the habits of cinema-goers in Northern Italy. Then read the extract of the summary and correct any mistakes in the language or facts. Complete the report with the remaining information.

% Ticket sales by type

comedy (9%)	adventure (27%)	suspense (19%)
romantic (14%)	animation (8%)	science fiction (17%)
other (6%)		

Number of monthly visits per age group

5-10 yrs old (0.3)	16-21 yrs old (3)	31 yrs and older (0.9)
11-16 yrs old (1.4)	22-30 yrs old (2.5)	

Cinema - trends in Northern Italy 2006

Our findings confirm that the American films are far more popular than the European ones in Italy. The adventure, suspense, and comedy films attract bigger audiences than the science fiction, romantic, or animation films. Animation films are least popular of all types of cinema entertainment. The young people go to the cinema more often than older generations. The 22-30 age group ...

Look

Look at listening scripts 20.1-20.3 on pages 129-130. Underline all the examples of the definite article. Why is the article necessary in each case?

We can emphasize that something is special using **the** + an adjective + noun:

The first (second, last, only, next, main, fundamental, essential) factor is price.

We use the definite article + noun when we refer to something which we identify later:

The **research** they've done is quite impressive. (= a specific reference)

No article is used when we are speaking in a general sense:

We need to spend more money on **research**. (= in general)

We can identify a group of people who share the same characteristic using **the** + an adjective:

The government has announced special conditions to help **the unemployed**.

Lesson record

3 new words from this lesson

3 useful phrases from this lesson

1

1

2

2

3

3

Things to remember

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