



4 Company performance

4.1 Presenting figures

- Sales rose slightly.
- Sales remained constant.
- Sales fell sharply.

4.2 Describing graphs

- What happened to ...?
- To be exact ...

4.3 Numbers

- Listening practice
- Speaking practice

4.4 Comparing information

- greener than ...
- the greenest
- more expensive than ...
- the most expensive

4.5 Presenting information

- As you know, ...
- I'd like to show you ...
- Let's take a look at ...

4.6 Culture file

- Working conditions

VOCABULARY

- benefits
- economical
- fast
- graph
- half
- hundred
- million
- percent
- powerful
- quarter
- third
- thousand

MODULE 4.1

SPEAKING

LISTENING

Presenting figures

Look at the photo. Describe the situation.

- 1 Match the phrases (1–4) with the graphs (a–d).

- 1 rose sharply 2 fell sharply 3 remained constant 4 rose slightly

Save-O-Mart Sales



- 2 15 Listen to Michelle Li giving a presentation on the sales figures. Match the graphs (a–d) with the correct departments (1–4).

- 1 stationery 2 household appliances
 3 cosmetics 4 home improvement

- 3 Fill in the blanks.

- a Home improvement sales _____ to just over \$3m.
 b Sales of stationery items _____ at \$1.8m.
 c Home appliance sales _____ from \$3.2m to \$1.7m.
 d Sales of cosmetics _____ from \$1.5m to \$4m.

MODULE 4.2

Describing graphs

SPEAKING

- 1 Work with a partner. Take turns asking and answering questions about the graph, e.g.

- A** What happened to sportswear sales in January?
B They fell slightly.



- 2 Now take turns talking about each month like this:

In January sales fell slightly. To be exact, they fell from 1.5 million to 1 million dollars. In February they remained constant at 1 million ...

- 3 **Student A** Look at the graphs below.
Student B Turn to page 90.

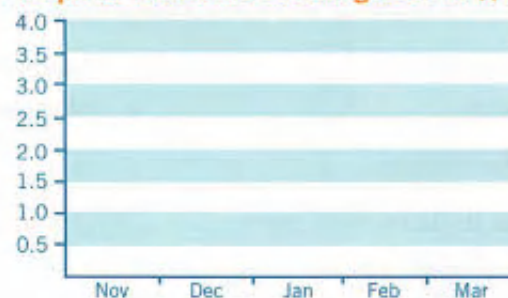
Student A

Describe graph 1 to your partner. Then listen to your partner and complete graph 2. When you have finished, compare your graphs carefully. Start like this:

In June sales rose sharply. To be exact, ...




Graph 2: Alcoholic Beverage Sales (\$m)



MODULE 4.3

Numbers

LISTENING

- 1  16 Listen to the news report about an eco-friendly car company. Match the numbers with the sentences.

\$75,000 $\frac{1}{3}$ 22,500 78% 2.75%

- GoGreen employs _____ people.
 - Sales increased by _____ last year.
 - This is _____ of the zero-emission car market.
 - GoGreen sell _____ of the world's hydrogen-powered cars.
 - The top-of-the-range model costs _____.
- 2 Listen again and write the numbers in full.

SPEAKING

Student A Ask Student B the quiz questions below.

Student B Turn to page 90.

Student A

The answers to your questions are on page 86.

- What was Google's share of the search engine market in April 2007?
A $\frac{3}{5}$ B $\frac{1}{2}$ C $\frac{3}{4}$
- What was Ford's share of the US car market in 1914?
A 19% B 48% C 84%
- What was the revenue of NTT, the Japanese telephone company, in 2007?
A \$9.90 billion B \$19.90 billion C \$39.90 billion
- How many passengers can an Airbus 380 hold?
A 380 B 555 C 776
- How much did a Claude Monet painting sell for in 2008?
A \$9,300,000 B \$22,850,500 C \$41,481,000



Hyundai Coupe					
	PRICE (\$)	EMISSIONS (CO ₂ , g/km)	POWER (bhp)	TOP SPEED (mph)	ECONOMY (mpg)
	35,200	203	141	124	33.2
Mazda MX-5					
	PRICE (\$)	EMISSIONS (CO ₂ , g/km)	POWER (bhp)	TOP SPEED (mph)	ECONOMY (mpg)
	37,350	183	158	131	36.7
Honda S2000					
	PRICE (\$)	EMISSIONS (CO ₂ , g/km)	POWER (bhp)	TOP SPEED (mph)	ECONOMY (mpg)
	42,500	236	237	150	28.2

LISTENING

17 Listen to two people talking about the cars in the comparison chart above.

A What is the most important thing when you are buying a car?

B Well, there are lots of factors. Let's start by looking at the price.

A Well, the Mazda is more expensive than the Hyundai.

B Yes, but the Honda is the most expensive of the three cars. What about emissions? The Hyundai is greener than the Honda.

A And the Mazda is the greenest of the three cars.

SPEAKING

Continue the conversation. Talk about the other factors in the table. Use these adjectives:

powerful fast economical

MODULE 4.5

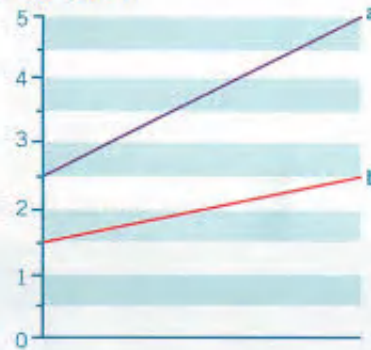
Presenting information

READING

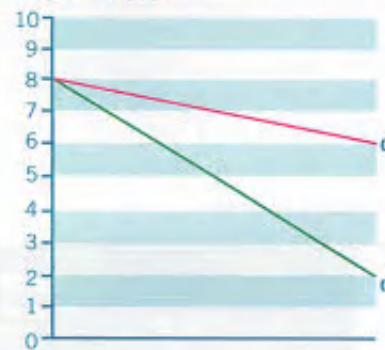
Match the sentences (1–4) to the lines (a–d) on the graphs below.

- 1 Sales rose to 2.5 million. — 2 Sales rose by 2.5 million. —
 3 Inflation fell to 2%. — 4 Inflation fell by 2%. —

Sales (\$m)



% Inflation



LISTENING

- 1 **018** Listen to a presentation about a car dealer's sales figures. Complete the missing information about Toyota in the chart.

	March last year	March this year	% Change
Toyota Prius	100	b	+30%
Toyota Camry	a —	57	c —
Hyundai Truck	80	96	+20%
Hyundai Elantra	40	36	-10%
Isuzu Pickup	50	70	+40%
Isuzu Trooper	90	45	-50%

- 2 **018** These expressions are often used to introduce information in a presentation. Listen again and number them in the order you hear them.

- a As you know, ...
 b First of all, I'd like to show you ...
 c Now let's take a look at ...
 d If you look at the figures for ... ,
 e I'd like to talk to you today about ...
 f As you can see ...

SPEAKING

Work with a partner. Prepare a short presentation using the figures for Hyundai or Isuzu and the expressions above. When you are ready give your presentation to your partner.

MODULE 4.6

Culture file – Working conditions

READING

Every year *Fortune Magazine* chooses the '100 Best Companies to Work For' – and food store Wegmans is almost always in the top 10. Read what Wegmans' employees say about working there.

We get all sorts of benefits here – healthcare, pension, there's even an employee scholarship program. The bosses are friendly and because they care about us, we do the best for them. I'm more than happy to do a few extra hours because I know they'll let me go home early if I need to.

Montserrat Puig, cashier

We've always been owned by the same family and we like to treat our staff as part of the family. This means that we like to make sure they are happy at work and at home. One important benefit we offer is flexible schedules. We believe we get better service from happy employees.

Susan Murray, Manager



I'm only a packer but the managers treat me well. They don't really mind what your job is – cashier, cleaner, whatever, they treat everyone equally. I think that's very important and it means I'm pleased to come to work. I really do feel lucky to work here.

Huong Tran, packer

I started at Wegmans ten years ago. Back then I was serving behind a counter but now I'm a manager. The company gave me lots of training, I attended lots of seminars, and all of this allowed me to get to where I am today. That's why I think it's a wonderful place to work.

Josh Grindlay, Assistant Manager

SPEAKING

Work in groups and discuss these questions:

- What benefits do Wegmans provide to their employees?
- What do the employees like best about working for Wegmans?
- What benefits does your company offer?
- Are there any other benefits you would like to have?
- How do the employees at your company feel about working there?

Review Units 1-4

PART 1

Complete the short conversations. Choose the best option a, b, or c.

- A Hello - My name's Todd Stevens.
B Hello, I'm Jason May. Pleased to _____ you.
a greet b meet c know
- A Would you excuse me? I have to leave now.
B Yes, _____.
a of course b at all c that's right
- A _____ do you work for?
B I'm with Toyota.
a How b Where c Who
- A Hello, could I speak to Bob, please?
B Yes, of course. _____ I have your name, please?
a Will b Must c May
- A Could I speak to Anna?
B I'm afraid she's out - can I _____ a message?
a write b make c take
- A Hello, Accounting department.
B Hello, _____ Mr. Carlson speaking.
a here is b this is c I am
- A Are you free tomorrow afternoon?
B No - I _____ a client at 3:30.
a see b will see c am seeing
- A What time shall we meet tomorrow?
B _____ 2:30 be OK?
a Would b Is c Should
- A When will Mr Carlson be back from vacation?
B He'll be back _____ Monday.
a on b in c at
- A Did sales increase at all?
B Yes, but only _____, by 1%.
a sharply b constant c slightly
- A Did production rise again last month?
B Yes, it rose _____ 120,000 units to 190,000.
a by b from c to
- A What's the difference between these engines and the old ones?
B The new engines are more _____ than the old ones.
a efficient b faster c clean

PART 2

Complete the sentences with the words below. There is one extra word you do not need.

conference graph party reception
schedule sorry specialist stock

- Are you going to give a talk at the _____ in Kyoto?
- Talk to Lee about the exchange rate - he's the foreign currency _____ around here.
- By the way, Mr Song is here - he's waiting for you in the _____ area.
- I'm _____, but Mr Lee is away at the moment.
- The new book has come out, and we're having the launch _____ next week.
- I'm not sure if I'm free tomorrow - let me check my _____.
- The _____ in Figure 3 shows sales income for the first six months.

PART 3

Replace the words in *italics* with the words below. See the example. There is one extra word you do not need.

arrange ask expand hold
remain take tell

- We're hoping to *grow the business* next year, so we're moving to larger offices. _____
- I'm afraid the line is busy - would you like to *wait*? _____
- Call my secretary and *organize* a time for the meeting. _____
- Could you *inform* Jane that I'll ring back this afternoon? _____
- I think interest rates will *stay* constant or may perhaps fall slightly. _____
- I'll *have* a look at the sales figures for January. _____