International trade

8.2 Vocabulary International deals and payments



Collocations

1 Choose one keyword from the box to complete each group of verb-noun collocations.

conditions	a payment	a deal goods	an application	an invoice			
issue	1	provide		submit			
settle		load	2	vet	3		
query		ship		approve			
state		negotiate		make			
meet	4	make	5	meet	6		
comply with		sign		chase			

Decide whether the buyer or the seller carries out the actions above.

Phrasal verbs

- 2 Put the words in these guidelines for exporters in the correct order. Each sentence contains a phrasal verb.
- 1 check customer's your on creditworthiness up new
- 2 doubts insurance if you take about getting have out paid
- 3 behind their customers do not get payments with let
- 4 as invoices soon become they chase as overdue up
- 5 act getting your difficulties quickly if customer is into
- 3 Match each definition to the correct phrasal verb in 2.
- a) get something officially from a specialist organization
- b) moving towards a particular condition or situation
- c) find out information about something or someone discreetly
- d) find out what is being done about something
- e) fail to do something at the right time

research

What is a thesaurus and when is it useful? Search for the keyword thesaurus. Then, in an online thesaurus, search for the nouns credit, cash and trade. For each noun, find synonyms, antonyms and common collocations.

Listening

3:17-3:21 Listen to five conversations about export issues. Use vocabulary from 1 and 2 to say what is happening in each.

Collocations

5 Combine the nouns on the left with those on the right to make as many two-word collocations as possible.

credit	claim	loyalty	line	portfolio
insurance	policy	sales	insurance	card
customer	terms	period	credit	

- 6 Use collocations from 5 to complete these sentences.
- Frequent-flyer schemes, free gifts and credit are all ways of developing
- 2 To avoid cash-flow problems, sales teams need to be given a clear.
- provides cover in case of an accident.
- Because old customers leave, a sales person must constantly be looking to add to their __
- reduces the risk of default on export payments.
- After the fire, the company filed an _____ for compensation.

Defining words

With a partner, practise defining words relating to business transactions.

Student A: use the information below.

Student B: turn to page 117.

Give Student B definitions for 1, 2, 4, 6, 7 and 9 across. Student B will give you definitions for 1, 3, 5 and 8 down and 10 and 11 across to help you complete the crossword.



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