

Review 7 and 8 answers

Review 7

(page 108 in the Student's Book)

7 Mergers and acquisitions

1

- 1 due diligence
- 2 liabilities
- 3 merger
- 4 acquisition
- 5 variable costs
- 6 fixed costs
- 7 assets
- 8 liquidity
- 9 economies of scale
- 10 turnover

2

- 1 variable costs
- 2 fixed costs
- 3 liquidity
- 4 liabilities
- 5 turnover

3

- 1 climb
- 2 dip
- 3 fluctuate
- 4 stabilize
- 5 deteriorate
- 6 slide
- 7 rise
- 8 soar
- 9 jump
- 10 peak

4

- 1 considerable
- 2 dramatic
- 3 moderate
- 4 sharp
- 5 significant
- 6 slight
- 7 sudden

5

because of / due to / thanks to / as a result of

6

- 1 we're going to enter
- 2 you'll
- 3 I'm meeting
- 4 I'll

7

- 1 let's move on
- 2 next slide shows
- 3 notice from the chart
- 4 seem to suggest
- 5 as a result of
- 6 resulted in
- 7 However
- 8 whereas

Review 8

(page 109 in the Student's Book)

8 International trade

1

- 1 Don't sell on price rather than quality.
- 2 Be proactive with local distributors.
- 3 Make a firm commitment to export.
- 4 Think outside the box.
- 5 Trade on open account.
- 6 Sign an exclusive deal.
- 7 Be prepared to modify product specifications.
- 8 Invest time, effort and money.
- 9 Ask a credit agency about a customer's creditworthiness.
- 10 Chasing payments can be done by the credit agency.
- 11 Focus on one market, rather than trying to sell all over the world.
- 12 Don't assume that what works in your domestic market will also work abroad.

2

- 1 creditworthiness
- 2 chasing

3

- 1 reach
- 2 assume
- 3 chase
- 4 state
- 5 check in
- 6 move behind with

4

- 1 reach
- 2 ship
- 3 issue
- 4 comply with
- 5 chase
- 6 get behind with
- 7 check up on

5

- 1 During
- 2 In
- 3 from
- 4 until
- 5 within
- 6 at

6

- 1 Let me put it another way.
- 2 Correct me if I'm wrong, but you seem to be saying that you are not convinced.
- 3 I'm afraid there seems to be a slight misunderstanding.
- 4 Perhaps I haven't made myself clear.
- 5 Would I be right in saying that you want to withdraw from the project?

7

- 1 I think we might need more time.
- 2 I'm afraid there are still quite a large number of difficulties.
- 3 Perhaps we should renegotiate one or two parts of the contract.
- 4 Won't that be rather expensive?

8

- 1 According to
- 2 now overdue
- 3 early settlement
- 4 outstanding balance
- 5 Further to
- 6 regret to inform
- 7 have no alternative
- 8 pass this matter

9

- 1 overdue
- 2 outstanding

10

outstanding