TOEIC 900 Business English Lesson:

Lesson 18: Merger and Acquisition Discussion

Role-Play Dialogue Text (Approx. 10 minutes):

Corporate Strategist: Good morning. We are considering a merger with another firm. I'd like to discuss the potential benefits.

CFO: Good morning. What advantages do you see in this merger?

Corporate Strategist: I believe we should merge to achieve better market synergy. If we combine our resources, then we could increase overall competitiveness.

CFO: That's an interesting perspective. What are the main risks involved?

Corporate Strategist: I propose that we conduct thorough due diligence before proceeding. This approach might mitigate potential risks.

CFO: Excellent. Let's prepare a detailed report on the merger prospects.

Corporate Strategist: I'm confident that, with careful planning, this merger will be beneficial for our company.

Comprehension Questions and Sample Answers (Approx. 5 minutes):

1. **Q:** What is the main topic of the discussion?

   A: The discussion focuses on a potential merger and its benefits.

2. **Q:** How does the conditional sentence appear in the dialogue?

   A: "If we combine our resources, then we could increase overall competitiveness."

3. **Q:** Which modal verbs are used?

   A: "Should" and "could/might" (e.g., "we should merge" and "this approach might mitigate risks").

4. **Q:** What is proposed to manage the risks?

   A: Conduct thorough due diligence before proceeding.

Teacher's Lesson Points (Concise Version):

- **Prep:** Focus on vocabulary (merger, acquisition, synergy, due diligence, competitiveness).
- **Intro (2–3 min):** Initiate discussion on mergers and acquisitions.
- **Reading & Analysis (10 min):** Student reads dialogue aloud; stress use of conditionals and modal verbs.
- **Comprehension (5 min):** Ask questions; provide feedback.
- **Role-Play:** Teacher as CFO, student as Corporate Strategist.
- **Wrap-Up (2–3 min):** Recap key terms; assign homework (draft a merger prospect report using modal verbs and conditionals).