

## TOEIC 900 Business English Lesson:

### Lesson 19: Strategic Partnership Discussion

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

**Business Development Manager:** Good morning. We are considering a strategic partnership with another firm.

**Partner Representative:** Good morning. What are the key benefits you foresee?

**Business Development Manager:** I believe we should form this partnership to expand our market reach. If we collaborate closely, then we could accelerate our growth.

**Partner Representative:** That is promising. What areas do you think we should focus on?

**Business Development Manager:** I propose that we work together on joint marketing and product development initiatives. This approach might lead to mutual success.

**Partner Representative:** Excellent. Let's draft a preliminary agreement and review the details.

**Business Development Manager:** I'm confident this partnership will be beneficial for both companies.

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

1. **Q:** What is the purpose of forming the partnership?

**A:** To expand market reach and accelerate growth.

2. **Q:** How is the conditional sentence used?

**A:** "If we collaborate closely, then we could accelerate our growth."

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

**A:** "Should" and "might" (e.g., "we should form this partnership" and "this approach might lead to success").

4. **Q:** What collaborative areas are proposed?

**A:** Joint marketing and product development initiatives.

**Teacher's Lesson Points (Concise Version):**

- **Prep:** Review vocabulary (partnership, collaboration, market reach, initiative, growth).
  - **Intro (2–3 min):** Discuss the benefits of strategic partnerships.
  - **Reading & Analysis (10 min):** Student reads dialogue aloud; focus on conditionals and modal verbs.
  - **Comprehension (5 min):** Ask questions; provide feedback.
  - **Role-Play:** Teacher as Partner Representative, student as Business Development Manager.
  - **Wrap-Up (2–3 min):** Recap vocabulary; assign homework (prepare a brief partnership proposal using modal verbs and conditionals).
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