

# Social Responsibility and Ethical Business Practices Discussion

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## 1. Role-Play Dialogue Text (Approximately 10 minutes)

**Context:** A corporate social responsibility (CSR) manager and an executive discuss the importance of ethical business practices in enhancing corporate reputation and sustainability.

### Characters:

- **Emily (CSR Manager)**
- **David (Executive Director)**

### Dialogue:

**Emily:** Thank you for taking the time to meet today, David. I'd like to discuss how adopting ethical business practices can benefit our company in the long term.

**David:** Of course, Emily. I understand the importance of social responsibility, but I'd like to see some tangible benefits before making major changes.

**Emily:** Absolutely. If we implement ethical sourcing and transparent labor policies, then we could enhance our corporate reputation and attract more socially conscious investors.

**David:** That's a valid point. Many stakeholders are now focusing on environmental, social, and governance (ESG) criteria. Do you think improving sustainability efforts will also impact our profitability?

**Emily:** Yes. Companies that invest in sustainability often gain a competitive edge. If we reduce our carbon footprint and adopt fair trade practices, we could strengthen customer loyalty and brand trust.

**David:** That makes sense. But what about costs? Ethical practices often require additional investment.

**Emily:** That's true. However, if we integrate sustainability into our core business strategy, then we could improve operational efficiency and reduce long-term expenses. Also, many consumers are willing to pay a premium for ethical products.

**David:** That's interesting. I'd like to see a proposal outlining specific steps we can take.

**Emily:** I'll prepare a detailed plan. If we position ourselves as a leader in corporate social responsibility, then we could also attract top talent who prioritize ethical workplaces.

**David:** Good point. Let's schedule a follow-up meeting to discuss the implementation details.

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## **2. Comprehension Questions and Sample Answers (Approximately 5 minutes)**

### **1. What are the potential benefits of adopting ethical business practices, according to Emily?**

*Sample Answer:* Emily states that adopting ethical business practices could enhance corporate reputation, attract socially conscious investors, strengthen customer loyalty, and improve operational efficiency.

### **2. Why is David concerned about implementing ethical practices?**

*Sample Answer:* David is concerned about the costs associated with ethical practices and wants to see tangible benefits before making major changes.

### **3. How does Emily suggest overcoming the cost concerns of ethical business practices?**

*Sample Answer:* Emily suggests that integrating sustainability into the core business strategy could improve efficiency, reduce long-term expenses, and attract customers who are willing to pay a premium for ethical products.

#### 4. What action does David request at the end of the conversation?

*Sample Answer:* David requests a detailed proposal outlining specific steps for implementing ethical business practices and agrees to a follow-up meeting to discuss implementation details.

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### 3. Teacher's Lesson Points (Concise Version)

#### Pre-Class Preparation:

- Review the dialogue, key vocabulary (ethical practices, corporate reputation, CSR, ESG, sustainability), and grammar points (conditionals, modal verbs).
- Be prepared to explain additional business-related concepts if necessary.

#### Introduction (2–3 minutes):

- Start with a short discussion: *“Why do you think ethical business practices are important?”*
- Introduce lesson objectives: *Understanding CSR, ethical business terminology, and conditionals in a professional discussion.*

#### Reading & Analysis (10 minutes):

- Have the student read the dialogue aloud.
- Focus on pronunciation, intonation, and the natural flow of conversation.
- Highlight and explain key grammar structures (e.g., conditionals: *“If we adopt ethical practices, then we could enhance our corporate reputation.”*)

#### Comprehension Check (5 minutes):

- Ask comprehension questions and provide constructive feedback.
- Encourage students to answer using full sentences incorporating key vocabulary.

### **Role-Play Practice (Remaining Time):**

- Assign roles (Teacher as Executive, Student as CSR Manager).
- Encourage natural use of vocabulary and grammar structures.
- Optionally, switch roles and repeat for reinforcement.

### **Wrap-Up (2–3 minutes):**

- Summarize key vocabulary and grammar points.
  - Assign homework: *Prepare a short presentation or written proposal on an ethical business strategy using at least three conditional sentences and two modal verbs.*
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### **4. Additional Notes:**

- The lesson plan is designed for online use and can be easily copied into a Word document.
- Ensure an interactive and engaging session by encouraging student participation in discussions.
- No translation should be used; keep all explanations and instructions in English.