

Problems

1 Customers don't know our company or our products. So, we're going to ...

2 Most people leave the company after two years. So, we're going to ...

3 South East Asia is a big market. So, we're going to ...

4 Things are changing fast in Central Europe. So, we're going to ...

5 We need a new secretary. So, we're going to ...

6 Our products are expensive. So, we're going to ...

7 Our market share is small. So, we're going to ...

8 Our rent is very high. So, we're going to ...



Solutions

A ... visit Poland and Hungary.

B ... get a new Marketing Manager.

C ... open an office in Tokyo.

D ... move to a new office.

E ... increase salaries.

F ... give our customers interest-free credit.

G ... contact an agency.

H ... advertise on TV and in newspapers.

Decisions Worksheet 24

ACTIVITY

Groupwork: reading, speaking

AIM

To match up a set of sentences describing decisions.

GRAMMAR AND FUNCTIONS

be + going to + verb

VOCABULARY

company, products, to leave the company (= resign), market, secretary, expensive, market share, rent, marketing manager, to open an office, increase, customers, interest-free credit, agency, to advertise

PREPARATION

Make one copy of the worksheet for each pair of students and cut it in two as indicated. Try to make sure there are bilingual dictionaries available.

TIME

10 to 15 minutes

PROCEDURE

- 1 Write the following on the board: *Sales are terrible. I'm going to...*
- 2 Ask the students to suggest ways to finish the sentence (*cut prices, advertise, close the business, create new products*). Write up their suggestions and/or drill the sentences.
- 3 Divide the class into two groups: Problems and Solutions.
- 4 Give out the appropriate section of the worksheet to each group.
- 5 Ask the students to work together, reading and checking vocabulary. Circulate and help as necessary.
- 6 Put the students into pairs - one from the Problems group with one from the Solutions group in each pair.
- 7 Ask the students to match the solutions to the problems.
- 8 When they've finished, reconvene the class and check the answers.

FOLLOW-UP

With good groups, divide them into pairs and ask each pair to invent a business problem and write a description of it. They then pass it to another pair who write a solution and pass it back to the original pair.

COMMENT

If you have beginners in your class they may find this difficult.

ANSWERS

Customers don't know our company or our products.
So, we're going to advertise on TV and in newspapers.

Most people leave the company after two years.
So, we're going to increase salaries.

South East Asia is a big market.
So, we're going to open an office in Tokyo.

Things are changing fast in Central Europe.
So, we're going to visit Poland and Hungary.

We need a new secretary.
So, we're going to contact an agency.

Our products are expensive. So, we're going to give our customers interest-free credit.

Our market share is small.
So, we're going to get a new Marketing Manager.

Our rent is very high.
So, we're going to move to a new office.