

8a

Dealing with figures

Student A

Datasoft Inc	Last year	Year before
Turnover		
Countries		
Number of products sold		
Market share (domestic)		
Market share (world)		
New products		
Number of employees		

CasaFina SA	Last year	Year before
Turnover	Pta. 4 billion	Pta. 3 billion
Countries	18	13
Number of products sold	12,500	11,000
Market share (domestic)	16%	16%
Market share (world)	4%	3.7%
New products	7	0
Number of employees	850	800



Allen Greenburg
President



Last year Datasoft Inc's turnover _____ (be) \$ _____, a decrease of \$ _____ from the year before. They _____ (sell) over _____ products in _____ different countries. Their share of the domestic market _____ (go) down by _____ % to _____ % and they _____ (have) a _____ % share of the world market. During the year they _____ (launch) _____ new products. At the same time they _____ (reduce) their number of employees by _____ from _____ to _____.

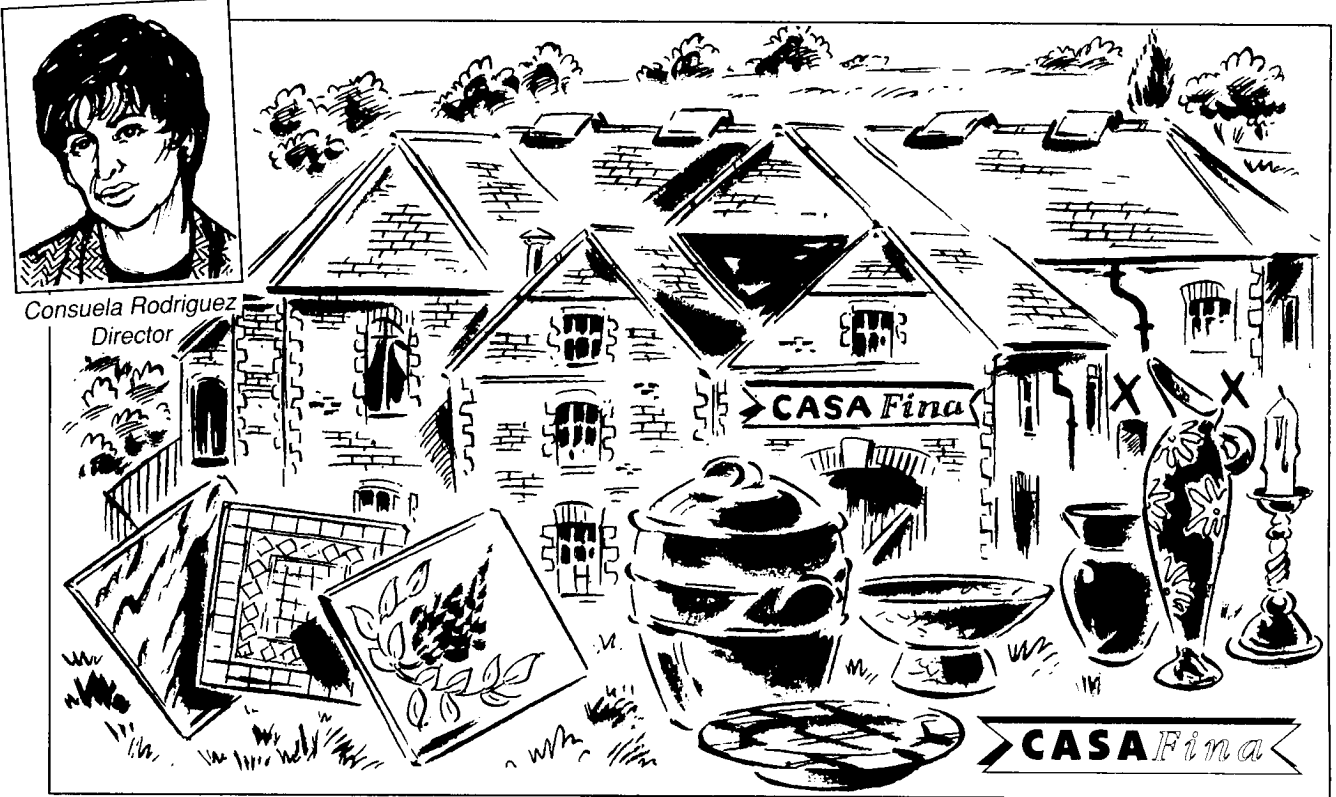
8b

Dealing with figures

Student B

Datasoft Inc	Last year	Year before
Turnover	\$32 billion	\$36 billion
Countries	42	40
Number of products sold	1.9 million	2.4 million
Market share (domestic)	48%	56%
Market share (world)	30%	38%
New products	0	16
Number of employees	4000	6000

CasaFina SA	Last year	Year before
Turnover		
Countries		
Number of products sold		
Market share (domestic)		
Market share (world)		
New products		
Number of employees		



Last year CasaFina SA _____ (increase) their turnover by _____ % from Pta _____ to Pta _____. They _____ (sell) _____ products and _____ (export) to _____ different countries. Their share of the domestic market _____ (stay) the same at _____, but their share of the world market _____ (go) up from _____ % to _____ %. They _____ (launch) _____ new products and _____ (employ) _____ new staff. The total number of employees _____ (be) _____ last year.

Teacher's Notes

Dealing with figures

Worksheets

8a

and

8b

NOTE: Use Worksheets 8a and 8b for this activity.

ACTIVITY

Pairwork: speaking, writing

AIM

To report facts and statistics about a company.

GRAMMAR AND FUNCTIONS

Past simple: question forms; regular verbs

Prepositions with statistics: *from, to, by, at, of*

VOCABULARY

Statistics: *to increase, to go up, to go down, to stay the same, to reduce; market share, product, domestic/world (market), employees, staff, turnover, an increase, to export, to launch, to sell (sold)*

Numbers: *hundred, thousand, million, billion, one point two, seventy per cent*

PREPARATION

Make copies of Worksheet 8a and Worksheet 8b and divide them equally among the class.

TIME

30 minutes

PROCEDURE

1 Write a few numbers on the board and check that the students can say them: 1.4 (one point four), 6,500 (six thousand five hundred), 64,000,000 (sixty-four million), 5,206 (five thousand, two hundred and six), 88% (eighty-eight per cent), $\frac{1}{2}$ (a half), $\frac{1}{3}$ (a third), $\frac{1}{4}$ (a quarter).

2 Ask the students to work in pairs and divide the students into Student A and Student B. Give a copy of the worksheet marked Student A to each Student A and a copy of the worksheet marked Student B to each Student B. Ask the students to look at the completed grids on their worksheet. Explain that they work for this company. Tell them that they must complete the blank grid by asking their partner questions in the past tense.

For example:

What was Datasoft's turnover last year?

And what was it the year before that?

How many countries did CasaFina sell their products in?

Elicit the questions for the other categories.

3 Ask the students to exchange their information and, by asking and answering questions, to complete their grid.

4 Check the answers with the whole class.

5 In the same pairs they should now complete the passage at the bottom of each worksheet.

6 Again, check the answers with the whole class.

FOLLOW-UP

Ask the students to record similar facts about their own company, or a company they know well, and to write a description like the one on their worksheet.

Teacher's Notes

Dealing with figures Worksheet **8b**

ANSWERS

Student A

Last year Datasoft Inc's turnover was \$32 billion, a decrease of \$4 million from the year before. They sold over 1.9 million products in 42 different countries. Their share of the domestic market went down by 8% to 48% and they had a 30% share of the world market. During the year they launched no new products. At the same time they reduced their number of employees by 2,000 from 6,000 to 4,000.

Student B

Last year CasaFina SA increased their turnover by 50% from Pta. 3 billion to Pta. 4 billion. They sold 12,500 products and exported to 18 different countries. Their share of the domestic market stayed the same at 16%, but their share of the world market went up from 3.7% to 4%. They launched 7 new products and employed 50 new staff. The total number of employees was 850 last year.
