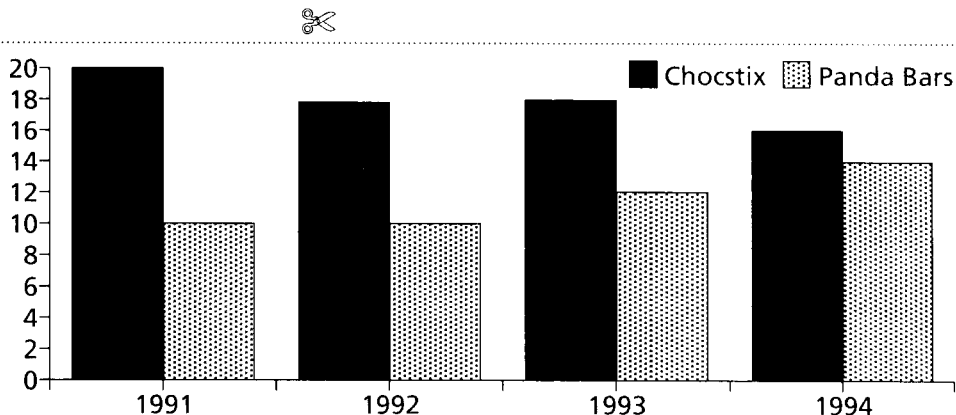


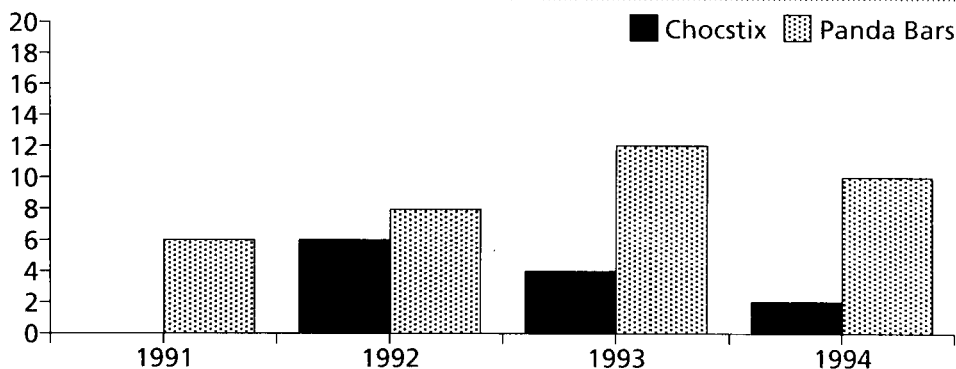
9

Describing performance

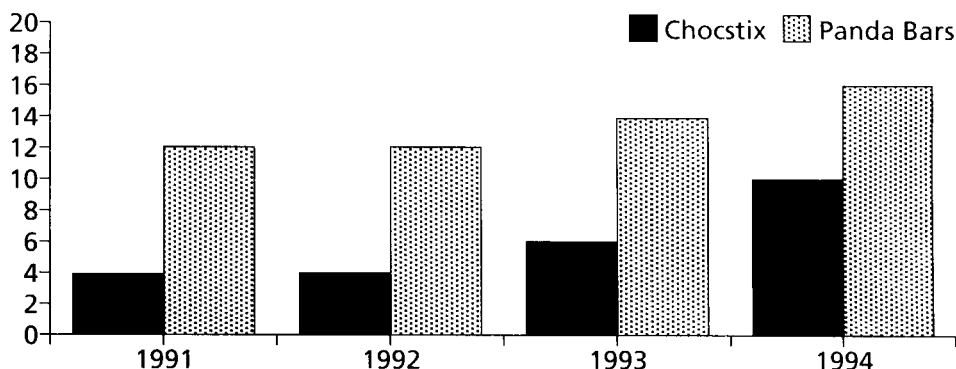
Haefflix is a Swiss manufacturer of biscuits and chocolates. Its two leading products are Panda Bars and Chocstix, which it sells all over the world. These are the sales in FrSwiss millions in Europe.



Haefflix is a Swiss manufacturer of biscuits and chocolates. Its two leading products are Panda Bars and Chocstix, which it sells all over the world. These are the sales in FrSwiss millions in the Far East.



Haefflix is a Swiss manufacturer of biscuits and chocolates. Its two leading products are Panda Bars and Chocstix, which it sells all over the world. These are the sales in FrSwiss millions in Latin America.



Product and Year	Europe	Far East	Latin America	Total
<b>Chocstix</b>	1991			
	1992			
	1993			
	1994			
<b>Panda Bars</b>	1991			
	1992			
	1993			
	1994			

1 What are the trends in sales of Chocstix:

- a in Europe?
- b in the Far East?
- c in Latin America?
- d in the world?

2 What are the trends in sales of Panda Bars:

- a in Europe?
- b in the Far East?
- c in Latin America?
- d in the world?

# Describing performance Worksheet 9

## ACTIVITY

Groupwork: speaking, reading graphs

## AIM

To interpret charts and graphs.

## GRAMMAR AND FUNCTIONS

Past simple; present continuous to describe trends

## VOCABULARY

Statistics: *to increase, to go up, to go down, to decrease, to rise, to fall, to stay the same, to remain stable, rapidly, steadily, slightly*

## PREPARATION

Make one copy of the worksheet for every three students in the class. Cut out the three sections as indicated. Make one copy of the table for each student in the class.

## TIME

15 minutes

## PROCEDURE

- 1 Revise the verbs of performance (*increase, fall, rise* etc) and elicit the adverbs of degree (*rapidly, slightly* etc) by drawing simple line graphs on the board.
- 2 Tell the students that they are going to compare sales of two chocolate bars in three different areas.
- 3 Ask the students to work in groups of three. Give each student a different graph and a copy of the table. Ask them to fill in the table for their area without showing it to their partners.
- 4 Now ask each student to describe the performance of both products in their area over the last four years to the other two students in the group. As each student describes the performance, the other two should fill in the relevant part of the table. Make sure the students use the target language to describe the development of sales rather than just giving a series of numbers.  
For example:  
*Sales rose in 1992 to 12 million, and stayed the same in 1993.*
- 5 Ask the students to read and answer the two questions, under the now-completed grid, about trends in the different areas. Explain that they are now going to describe the trend of sales to the other students in the group.  
For example:  
*Sales of Chocstix in Europe are going down rapidly.*
- 6 If you like, ask them to comment on what action to take in view of these trends.

## FOLLOW-UP

Ask the students to present a chart showing sales or performance of a product and area of their choice. They can refer to a company they know or invent one.

## ANSWERS

Product and Year	Europe	Far East	Latin America	Total	
Chocstix	1991	20	0	4	24
	1992	18	6	4	28
	1993	18	4	6	28
	1994	16	2	10	28
Panda Bars	1991	10	6	12	28
	1992	10	8	12	30
	1993	12	12	14	38
	1994	14	10	16	40