

Lesson 47: Restructuring/ Outsourcing

By Xandra

1. Dialogue

First, repeat after your tutor. Then, practice each role.

Mr. Sato is the CEO of Hydra Computers. The company manufactures and sells computers around the world. He is talking to his executive assistant, Stan, about making some changes in the company's operations.

Stan: Production is going exactly as planned, sir. We can deliver the computers on time.

Mr. Sato: Thank you for the report, Stan. What about our finances?

Stan: Earnings have gone down significantly. It looks like Hydra Computers is going to simply 'get by' this year.

Mr. Sato: We'll have to cut back on our expenses. If we don't, we might **be headed for** bankruptcy.

Stan: What do you plan to do, sir?

Mr. Sato: We'll try outsourcing. Part of the manufacturing process could be done overseas.

Stan: Sir, I noticed that Hydra spends a lot of money on deliveries.

Mr. Sato: What do you suggest that we do?

Stan: We could use Fed Ex to do the deliveries for us. It is a cost efficient and reliable courier.

Mr. Sato: I'd like to have a meeting with the managers. Let's see if we can come up with even more ideas for restructuring the company.

2. Today's Phrase

First, repeat after your tutor. Then, make a few sentences using Today's phrase.

1. If you don't change your ways, you'll **be headed for** trouble.
2. Jack's been promoted again. He's surely **headed for** the top.
3. A: Where's this shipment going?
B: It's **headed for** Canada.

* **be headed for [toward]** ~ / ~へ向かっている

3. Your Task

You are in a company meeting. Your boss is asking for suggestions on how each employee can help to reduce company expenses. You've noticed the following practices in the office: 1) Employees print too many documents, even when they can easily be viewed on the computer. 2) Employees always leave their computers on even at lunch time. 3) There's no limit set for overtime work, so the company spends a lot of money on overtime pay. Speak up in the meeting and give some suggestions based on your observations.

4. Let's Talk

What do you think about when you heard the phrase 'company restructuring'?

Is it a good idea for the company to cut back on salaries in order to reduce costs? Why do you say so? What are some ways that your company could do to reduce expenses?

5. Today's photo

Describe the photo in your words as precisely as possible.



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